

GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month by the Grain Dealers Company.

Vol. XII. No. 10.

CHICAGO, ILL., MAY 25, 1904.

IF PAID IN ADVANCE,
ONE DOLLAR PER YEAR.

C. A. FOSTER

RECEIVER AND SHIPPER
ANY RAILROAD

Grain, Hay and Feed

McCance Block, Cor. 7th Ave. & Smithfield St.
PITTSBURG, PA.

Reference: The Colonial Trust Co., Pittsburg, Pa.

BABCOCK & HOPKINS,

Shippers of **RENSSELAER, IND.,**
CORN OATS White and Mixed
RYE Clipped and Natural

Grain Warehouses at Rensselaer, Parr.
Fair Oaks and Rose Lawn, Ind.

We will buy your damp grain or dry it for you at a
very reasonable price and guarantee satisfactory
work. Correspondence Solicited.

OATS

CLIPPED AND NATURAL

Try our Special Brand of White Oats

MCCRAY, MORRISON & CO.,
KENTLAND, IND.

Tyng, Hall & Co.

GRAIN COMMISSION

33-35 Chamber of Commerce

Correspondence Solicited. PEORIA, ILL.

The "CALUMET" and Western Elevator Co.

CAN HANDLE YOUR GRAIN

Chicago. St. Louis. Minneapolis.

Consignments or Future Orders

R. S. McCAGUE,

Buyer and Shipper of

Grain, Hay and Millfeed,

PITTSBURG, PA.

G. P. ROSE & CO.

GRAIN BUYERS AND DEALERS

Consignments Solicited.

NASHVILLE, - TENN.

Tyfe Hanson & Co.
GRAIN & PROVISIONS.

54 and 56 Board of Trade, Chicago.

Connor Bros. & Co.

Receivers and Shippers of

GRAIN AND HAY

FUTURE ORDERS EXECUTED
ST. LOUIS.

GEORGE F. REED

SHIPPERS' AGENT

GRAIN

Domestic — Export — Ocean Room
202 CHAMBER OF COMMERCE
BOSTON, MASS., U. S. A.

We are Buyers of

SEED CORN

LARGE WHITE & YELLOW DENT
LEAMING AND RED COB
Please Send Samples and Prices.

The STEELE, BRIGGS SEED CO.
Toronto, Ont., Canada.

THOMAS E. WELLS. BENJAMIN S. WILSON.

T. E. WELLS & CO.

Commission Merchants

Grain, Provisions, Stocks & Bonds

1011-1017 Royal Insurance Bldg.
CHICAGO

Experienced and capable men in all
departments. W. M. Timberlake in
charge of cash grain department.

DUDLEY M. IRWIN

BARLEY

70-71 Board of Trade

BUFFALO, N. Y.

COMPLETE EQUIPMENTS for GRAIN ELEVATORS

OF ANY CAPACITY.

CONVEYING, ELEVATING AND POWER TRANSMITTING MACHINERY.

ROPE TRANSMISSIONS.

CALDWELL HELICOID CONVEYOR

The Only Perfect Spiral Conveyor.

Our new Catalog No. 26 (440 pages, cloth bound), will be sent upon request.

Eastern Sales & Engineering Office, 410-95 Liberty St., New York, N. Y.
Southeastern Sales & Engineering Office, 917 Empire Bldg., Atlanta, Ga.
Southwestern Sales & Engineering Office, 202 Trust Bldg., Dallas, Tex.

H. W. CALDWELL & SON CO.
Western Avenue, 17th-18th Street . . . CHICAGO, ILL.

The GRAIN DEALERS JOURNAL.

TOLEDO PRODUCE EXCHANGE MEMBERS

Established 1877. F. W. Rundell. J. E. Rundell.
W. A. RUNDSELL & CO.
 GRAIN AND SEED MERCHANTS.
 We buy, delivered Toledo or f. o. b. your station.
 Personal attention to consignments and trades in
 "futures." Daily market letter free.
 Correspondence solicited.
 Room 33, Produce Exchange, Toledo, Ohio.

National Milling Co.
 TOLEDO, OHIO
 DAILY FLOUR CAPACITY 4,000 BBLs.
 ELEVATOR CAPACITY 1,500,000 BU.
 Always in the market for milling wheat;
 ask for our daily bids.

Be Friendly. Established 1846. Write Occasionally.
C. A. KING & CO.
 TOLEDO, OHIO.
 Grain and Clover Seed, spot and futures.
 Special Market and Crop Reports Free.
 MEMBERS } Toledo Produce Exchange.
 } Chicago Board of Trade.

S. C. REYNOLDS. C. L. REYNOLDS. F. J. REYNOLDS.
REYNOLDS BROS.
 GRAIN AND SEEDS
 24, 25 & 26 Produce Exchange, TOLEDO, O.
 Offer us your grain and seeds: consign it,
 or ASK FOR BIDS.

PRINE & POTTER
 Buyers and Shippers of
FIELD SEEDS
 236-238 Cherry St., Toledo, O.

J. J. COON
 GRAIN, SEEDS AND FEED.
 61 PRODUCE EXCHANGE
 TOLEDO, O.
 CONSIGNMENTS SOLICITED.
 ASK FOR OUR DAILY BIDS.

THE TOLEDO FIELD SEED CO.,
 TOLEDO, O.
 CLOVER AND TIMOTHY SEED.
 Consignments Solicited.
 — ASK FOR OUR DAILY BIDS. —
 SEND US YOUR SAMPLES.

The Toledo Salvage Co.
 Buyers of
**OFF GRADES and
 SALVAGE GRAIN**
 Toledo, - - - OHIO

An Enterprising Receiver
 OF TOLEDO
 who wants business from regular
 country shippers will place his
 announcement here.

MILTON CHURCHILL, President
 SAMUEL BEAUMONT, Secretary
 JAMES HODGE, Treasurer
UNITED GRAIN CO.
 Successor to
 The Paddock-Hodge Co., The Churchill-White Grain Co., Churchill & Co.
 Offices in Chicago, Toledo and Buffalo.
 Write, Wire or Phone us at either Chicago, Toledo or Buffalo.
 Storage Capacity, Seven Million Bushels Unloading Capacity, 350 Cars Daily
 Oats Clipping Capacity, 200,000 Bushels Daily.
 Members: Toledo Produce Exchange, Chicago Board of Trade
 Chamber of Commerce, Buffalo, Merchant's Exchange, St. Louis.
 We handle consignments and make liberal advances on either sales or consignments. We trade
 in futures Chicago, Toledo, Buffalo or St. Louis. Our bids your track, for either Toledo, Chicago
 or Buffalo markets will reach you daily no matter where you are located.

ZAHM
 Established 1879.
J. F. ZAHM & CO
 J. F. ZAHM P. MAYER
 P. W. JAEGER
GRAIN AND SEEDS.
 CASH AND FUTURES.
 TOLEDO, - - - OHIO.

NEW YORK PRODUCE EXCHANGE MEMBERS.

Forbell & Tilson
 COMMISSION MERCHANTS
 GRAIN, MILL FEEDS, HAY.
 OATS A SPECIALTY.
 — CONSIGNMENTS SOLICITED —
 342 Produce Exchange, NEW YORK CITY.

CARSCALLEN & CASSIDY
 RECEIVERS
GRAIN-HAY
 Liberal advancements on consignments.
 110-12-14 Pavonia Ave.
 109-111 Ninth Street, Jersey City, N. J.

W. H. Story & Co.,
 Grain Commission Merchants
 CASH AND FUTURES
 Correspondence Solicited.
 200 Produce Exchange NEW YORK CITY

PHILADELPHIA COMMERCIAL EXCHANGE MEMBERS.

Established 1874.
CHAPIN & CO.,
 155-158 Bourse Building,
 Philadelphia, Pa.

Please quote us price on Oats, Corn, Mill-
 feed and Hay delivered Philadelphia rate
 points for shipment, any line. Send sample
 oats and millfeed. We would like to have you
 correspond with us. Members St. Louis, Mil-
 waukee, Minneapolis, Buffalo, Boston and
 Philadelphia Exchanges, Grain Dealers
 National Association and National Hay Asso-
 ciation. We know it will pay you to write
 and telegraph us.

L. F. MILLER & SONS,
 Receivers and Shippers of
 Grain, Feed, Seeds, Hay, etc.
 CONSIGNMENTS SOLICITED.
 Office, 2931 N. Broad St., PHILADELPHIA, PA.
 Elevator and Warehouse,
 Germantown Jct., P. R. R.

Established 1863.
E. L. ROGERS & CO.
 COMMISSION MERCHANTS,
 Receivers and Exporters.
 Grain, Feed, Hay, Straw, Etc.
PHILADELPHIA, PA.
 358 Bourse Building.

Say
 Let the Grain Dealers Journal
 Want Ads do your work.
They bring quick returns.

ESTABLISHED 1886.
L. J. LOGAN & CO.
 Buyers of Car Loads only
Grain, Feed, Hay
 Correspondence Solicited.
 478 BOURSE BLDG., PHILADELPHIA.

BUFFALO CHAMBER OF COMMERCE MEMBERS.

J. A. SEYMOUR, JR.
Grain Commission
Consignments Solicited

47 CHAMBER OF COMMERCE, BUFFALO, N. Y.
Member Grain Dealers Nat'l Ass'n.
Chamber of Commerce

W. W. ALDER,

Consign Your Grain to a Strictly

**Commission
Merchant.**

OUR SPECIALTIES—Quick Returns and
Careful Guarding of our Shippers' Interests

Correspondence Invited.
Write for Buffalo Market Letter.

83 BOARD OF TRADE, BUFFALO, N. Y.

HENRY D. WATERS
GRAIN COMMISSION MERCHANT

CONSIGMENTS SOLICITED

54 Board of Trade, BUFFALO, N. Y.

SALVAGE GRAIN WANTED

I buy Salvage grain of all kinds.
Write or wire me.

WM. B. GALLAGHER,
72 Pearl Street BUFFALO, N. Y.

WHITNEY-ECKSTEIN SEED CO.,
BUFFALO.

Wholesale Seed and
Grain Merchants . .

Invite offers for spot and future delivery of
Grass and Field Seeds and Grain. Ad-
vances made on consignments.

CLARK'S CAR REGISTER

is designed especially to facilitate
finding of record of any car.
A time and labor saver. Invalu-
able to receivers.

Grain Dealers Co., Chicago, Ill.

If You Want

regular country shippers to
become familiar with your firm
name, place your "ad" here.

PRATT & CO.

Grain Commission Merchants

Correspondence solicited

76 and 77 Board of Trade
BUFFALO, N. Y.

A TRIAL SHIPMENT WILL CONVINCE
YOU THAT WE ARE IN A POSITION TO
GIVE YOU BEST POSSIBLE RESULTS
WE SOLICIT YOUR CONSIGNMENTS

Burns Brothers

44 Board of Trade
BUFFALO, N. Y.

QUICK SALES IMMEDIATE RETURNS
RELIABLE REPORTS

Members Grain Dealers National Association
Buffalo Chamber of Commerce

Ship your

GRAIN

to

S. M. Ratcliffe

COMMISSION MERCHANT

84 Chamber of Commerce,
BUFFALO, N. Y.

Also Dealer in
HAY AND STRAW

I Absorb

Thousands of cars of
Corn, Oats, Rye and
Wheat every season.

Try me with your ship-
ments. Will buy out-
right or handle on con-
signment.

S. W. YANTIS

31-32 Chamber of Commerce
BUFFALO, N. Y.

BALTIMORE CHAMBER OF COMMERCE MEMBERS.

The William Hopps Grain & Hay Co.

Buyers, Receivers and Shippers

GRAIN, HAY AND FEED STUFFS.

Advances made on consignments. Hay and
Ear Corn Wanted.

SPEARS WHARF, - - - BALTIMORE, MD.

W. G. Bishop.

J. M. Frisch.

W. G. BISHOP & CO.

Commission Merchants

GRAIN, HAY and SEEDS.

316 North St. BALTIMORE, MD.

References—Dun, Bradstreet and First Na-
tional Bank, Baltimore.

CHAS. ENGLAND & CO.

**Commission
Merchants**

GRAIN=HAY=SEEDS

32 S. Holiday St., BALTIMORE, MD.

THOS. H. BOTTS & CO.

Commission Merchants

Grain, Seeds, Flour

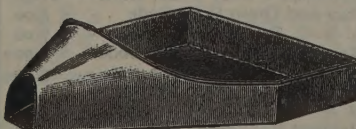
Liberal Advances Made on Consignments.

49-51 Chamber of Commerce.

Baltimore, Md.

Grain Sample Pan

For Examining Samples of Grain and Seeds



Made of Aluminum. The lightest pan made,
will not Rust or Tarnish, always stays bright.
Grain Size, 24"x12x16 1/2 ins. \$1.25
Seed Size, 15"x9x11 ins. \$1.00
Grain Dealers Co., 255 La Salle St., Chicago, Ill.

C. A. HAX & CO.

Commission Merchants

GRAIN, HAY & SEEDS

445 North St., BALTIMORE, MD.

CLARK'S CAR REGISTER

Shows at a glance where to look for the
record of any car of grain. It is made of
heavy ledger paper, is well bound and in-
dexed. Size 11x14 1/2 in.

No. 40 contains spaces for 9,000 cars, \$1.50
No. 42 contains spaces for 17,000 cars, 2.50

GRAIN DEALERS COMPANY

255 La Salle St., - Chicago

CHICAGO BOARD OF TRADE MEMBERS.

VAN NESS BROS.SUCCESSORS TO
VAN NESS & WILSON**GRAIN
COMMISSION**440, 441, 442 RIALTO BLDG.,
CHICAGO**Rumsey & Company,**

Successors to Rumsey, Lightner & Co.

COMMISSION MERCHANTS

Grain, Provisions and Seeds

Cash and Future Deliveries.

97 Board of Trade

CHICAGO.**Wanted Grain
& Hay**Consign your next shipment to
us and you will get good sale
and prompt returns : : : :**Bridge & Leonard**

62 Board of Trade

CHICAGO, ILL.

MEMBERS:

Chicago Board of Trade
St. Louis Merchants Exchange
Milwaukee Chamber of Commerce
Grain Dealers National Assn.
National Hay Association.**TROUBLES behind and MONEY ahead**

By Shipping to

LASIER & HOOPER.

Receivers ——— Shippers

102 @ 103 RIALTO BLDG., CHICAGO.

WRIGHT, BOGERT & CO.
Commission MerchantsCorrespondence and Consignments
Solicited.Orders for future delivery
carefully executed.**SCREENINGS AND MILL STUFF**106, 107, 108 and 119 Rialto Bldg
CHICAGO**W. H. Lake & Co.**

Commission

Receivers and Shippers

6-8 Sherman St. **CHICAGO**

Established 1886

Mueller & Young Grain Co.

SPECIALTIES:

BARLEY AND OATS2 Sherman Street **CHICAGO****JOHN WEST & CO.,**

(ALBERT L. WEST)

COMMISSION MERCHANTS,

Grain, Seeds, Provisions.

604 Royal Ins. Bldg.,
Phone Harrison 685. **CHICAGO.****CONSIGNMENTS**of grain as well as specu-
lative accounts are given
our personal attention. We
will mail our market letter
free to all who apply.
Write to-day, a postal will
do.**E. W. WAGNER,** 99 Board
of Trade
CHICAGO, ILL.**MAKING** good returns is only possible
through careful attention to detail in
handling your consignments as well as specu-
lative accounts. Our entire time and efforts
given shippers personal interest. A J J**THOMAS BENNETT & CO.****JAMES E. BENNETT.****J. H. MILES,**

Mgr. Receiving and Shipping Dept.

68 Board of Trade, CHICAGO.

**Udike
Commission Co.**
**GRAIN AND
PROVISIONS**120 Rialto Building
CHICAGOConsignments given special at-
tention. Correspondence solicited**CIFER CODES**We carry the following cifer codes in
stock and can make prompt delivery.

Robinson's Cifer Code, cloth	\$1.50
Hay and Grain Cifer Code	1.00
A. B. C. Code, 5th Edition	7.00
Baltimore Export Cable Code	8.00
Companion Cable Code	5.00
Riverside Code, 5th Edition	3.00
U. S. Cifer Code	3.00
Revised Economy Code	3.00
Stewarts International Code	.25

For any of the above, address

GRAIN DEALERS COMPANY,
255 LA SALLE ST., **CHICAGO, ILL.****BAKER & TRAXLER****COMMISSION
MERCHANTS**

SHIP

YOUR

GRAIN

and send your
future orders to us.With **NASH-WRIGHT CO.**514-519 Rialto Building :: **CHICAGO, ILL.**

CHICAGO BOARD OF TRADE MEMBERS.

Gerstenberg & Co.
COMMISSION
MERCHANTS
CHICAGO
 Personal Attention Given to Selling
 Grain and Seeds by Sample
BARLEY A SPECIALTY
 Orders for Future Delivery Solicited
 TRY US AND YOU WILL BE WELL PLEASED

Rosenbaum Brothers

COMMISSION
 GRAIN and SEEDS
 MERCHANTS

77 Board of Trade . Chicago

H. Hemmelgarn. P. H. Schifflin.

H. Hemmelgarn & Co.,

COMMISSION MERCHANTS.

315-318 Rialto Building, - Chicago.

Consignments of
 Grain and Seed a Specialty.
 Orders for Future Delivery
 Promptly Executed.

Daily Market Letter
 Mailed Upon Application.

**Harris, Scotten
 Company**

35-39 BOARD OF TRADE, CHICAGO
 412 BOARD OF TRADE, KANSAS CITY
 GAINESVILLE, TEXAS

Receivers, Buyers and Shippers
 of Grain and Seeds

ARMOUR GRAIN CO.

GRAIN BUYERS
 DEALERS

205 LA SALLE ST., CHICAGO.

Keep This Ad

In your hat, and when you
 have grain to ship re-
 member that

H. D. WETMORE & Co.,
 GRAIN COMMISSION MERCHANTS,
 512 Rialto Bldg., Chicago,

Will give your shipment per-
 sonal attention and secure full
 value for your grain.

Barley Timothy
 Oats F. E. WINANS Clover
 Wheat Commission Merchant Flax
 Corn 6 Sherman St. Hungarian
 Rye CHICAGO Millet
 Timothy Seed a Specialty.



W. S. SEAVERN. H. A. PORITZ.
 Established 1856.

I. N. ASH & CO.
 RECEIVERS OF
GRAIN AND SEEDS.
 76 Board of Trade, Chicago.

Receiver
 and Shipper
Sam Finney

Commission Merchant,
 58 Board of Trade
 CHICAGO,
 ILL.

My Personal
 attention given
 consignments

Your orders
 for cash and
 futures solicited

J. ROSENBAUM GRAIN CO.,
Grain Merchants

CHICAGO

CRIGHTON & CO.,
GRAIN AND SEEDS.

Prompt Personal Attention to Consignments and Orders for Futures.

Write for my
"Grain Trade Talks"

Edward G. Heeman

70 Board of Trade, CHICAGO
 Member Chicago Board of Trade.

COMMISSION MERCHANT ONLY.

Doing no trading whatever on my own account which enables
 me to judge the market from an unbiased standpoint.

All business transacted through
 and confirmed by Hately Bros. }

{ Consignments of cash grain and orders in
 futures have my personal attention.

My "GRAIN TRADE TALKS" are published in full in the Chicago Evening Post
 and Chicago Journal. Will send either paper free to customers.



CHICAGO BOARD OF TRADE MEMBERS.

CAPITAL, \$250,000

SURPLUS, \$50,000

HULBURD, WARREN & CO.
(INCORPORATED)

Commission Merchants

47 Board of Trade
CHICAGO

Established 1879

WARNER & WILBUR
COMMISSION MERCHANTSGrain, Seeds and Screenings a Specialty.
Consignments and orders in futures solicited.
Satisfactory reference furnished.

417-419 Royal Insurance Building, Chicago

Bentley-Jones Grain Co.,
Commission Merchants,Selling of Grain and Seeds a specialty.
Orders for future delivery carefully executed. Your interests are our interests.
Try us.

73-74 Board of Trade, Chicago.

A. L. SOMERS & CO.
Commission Merchants
GRAIN AND FIELD SEEDS

Orders for futures carefully executed.

Rooms 602 603, No. 226 LaSalle St., Chicago, Ill.
Write for samples to show Chicago values.

MINNEAPOLIS

MILWAUKEE

W.A. FRASER CO.Consignments and
Future Delivery Orders Solicited.

714-715 Royal Ins. Bldg. CHICAGO

Chicago Grain & Elevator Co.
GRAIN AND COMMISSION
MERCHANTSYour cash grain and trades in futures solicited.
240 La Salle Street, CHICAGO.**W. H. MERRITT & CO.**
Grain Buyers & Shippers

CORRESPONDENCE SOLICITED.

87 Board of Trade, CHICAGO, ILL.

CIFER CODES

ALL KINDS.

WRITE FOR CATALOG TO

Grain Dealers Company,
CHICAGO, ILL.**Bartlett, Frazier and
Carrington****GRAIN**

Western Union Bldg., Chicago, Ill.

W. F. JOHNSON

GEO. A. WEGENER

W. F. JOHNSON & CO.

Grain, Seed and Provision

Commission Merchants

Orders for future delivery carefully executed
Consignments and Correspondence Solicited

Room 59, Board of Trade, CHICAGO



*These are the Nymphs who plant the corn
That tempt the crows in the early morn;
But with eye of faith in the good to be
And watchful care, the Nymphs shall see
The GREAT FIELDS tassel in sun and rain,
And LOWELL HOIT selling ALL the grain.*

The Glucose Sugar Refining Co.

General Offices: The Rookery, Chicago.

FACTORIES	Chicago, Ill.	Waukegan, Ill.	Peoria, Ill.
	Rockford, Ill.	Pekin, Ill.	Davenport, Ia.
	Venice, Ill.	Geneva, Ill.	Marshalltown, Ia.

BUYERS OF CORN

Consumption, 165,000 bushels daily.

JOS. P. GRIFFIN, Manager Grain Department

JUST OUT

Sixth Edition of....

**Clark's
Car Load Tables****REVISED AND ENLARGED**

All of the tables are bound in one volume, showing the following reductions:

Oats (32 lbs.) six tables, 20,000 to 86,000 lbs.

Corn (56 lbs.) eight tables, 20,000 to 108,000 lbs.

Wheat (60 lbs.) eight tables, 20,000 to 108,000 lbs.

Barley (48 lbs.) six tables, 20,000 to 86,000 lbs.

The number of bushels in any weight of grain within the numbers specified above are given in bold-faced type. Pounds are printed in red, bushels in black. By their use all reductions are avoided and errors prevented.

Bound in cloth, Price \$1.50

Bound in leather with marginal index, Price \$2.00

PRINTED AND SUPPLIED BY

Grain Dealers Journal

255 LA SALLE STREET, CHICAGO, ILL.

MILWAUKEE CHAMBER OF COMMERCE MEMBERS.

Established 1864.
I. H. LOWRY & CO.,
 Grain Commission Merchants
 64 Mitchell Building
 BRANCH HOUSES: MILWAUKEE, WIS.
 62 Wheeler Bldg., Chicago, Ill.
 821-22-23 Chamber of Commerce, Minneapolis.

Established 1882.
Franke Grain Company
 GRAIN AND MILL FEED
 41 and 42 Chamber of Commerce
 MILWAUKEE, WIS.
 We Buy Grain F. O. B. Station.
 Please write for bids.

CHAS. R. LULL
 Receiver and Shipper of
GRAIN, FLOUR, FEED and HAY
 43-44 Chamber of Commerce, MILWAUKEE, WIS.
 Will make track bids on Corn,
 Wheat and Oats.

Milwaukee Elevator Co.
 MILWAUKEE, WIS.
Grain Merchants

THE
BARLEY HOUSE

Robinson's
 Cipher Code (Revised).
 Bound in leather, gilt edges.....\$2.00
 Bound in cloth..... 1.50
 Your name in gilt letters on front cover
 25 cents extra.
GRAIN DEALERS COMPANY
 255 La Salle St. Chicago.

MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS.

The Van Dusen-Harrington Co.
GRAIN " Make advances
 on bills lading.
 COMMISSION,
 MINNEAPOLIS and DULUTH.
 Sell by sample and make prompt returns.

DULUTH CHICAGO
E. A. BROWN & CO.
 GRAIN COMMISSION
 Wholesale Coal
 MINNEAPOLIS, MINN.
 Consignments Solicited. Prompt Returns
 Guaranteed.

R. Troendle, Pres. E. H. Tryon, Treas.
 E. G. Terwilliger, Secy.
SPENCER GRAIN CO.
 COMMISSION.
Barley a Specialty.
 Chicago, Milwaukee, Minneapolis, Duluth

Marfield-Griffiths Co.
 GRAIN COMMISSION
 Offices: CHICAGO,
 MINNEAPOLIS, DULUTH, MILWAUKEE.
 Correspondence Solicited.

E. L. WELCH & CO.
 Minneapolis, Minn.
GRAIN.
 Consignments and Correspondence Solicited.
 Liberal Advances. Prompt Returns.

Wm. H. Dunwoody, Pt. Jas. S. Bell, Vice Pt.
 G. G. Barnum, Secy. and Treas. A. C. Smith, Mgr.
Barnum Grain Co.
RECEIVERS AND SHIPPERS
 MINNEAPOLIS, DULUTH, MILWAUKEE, CHICAGO

ST. LOUIS MERCHANTS EXCHANGE MEMBERS.

PICKER & BEARDSLEY
 Commission Merchants
 Grain, Hay and Grass Seed
 Largest receivers of consigned seed
 in this market.
 ST. LOUIS, MO.

W. W. POWELL,
 Manager Receiving Department.
SHERRY-BACON GRAIN CO.
 213 MERCHANTS' EXCHANGE
 ST. LOUIS - - MO.

Daniel P. Byrne & Co.
 SUCCESSORS TO
 Redmond Cleary Com. Co.
 Established 1854. Incorporated 1857.
Grain, Hay and Seeds,
 Chamber of Commerce, ST. LOUIS, MO.

BRINSON-WAGGONER GRAIN CO.
 Receivers and Shippers of Grain
 Future Orders Executed
 ST. LOUIS, MO.

**Car Load
 Tables**
 Reduce pounds to bushels in car load lots. Oats (32 lbs.), six
 tables, 20,000 to 80,000 lbs. Corn (56 lbs.), eight tables,
 20,000 to 108,000 lbs. Wheat (60 lbs.), eight tables, 20,000 to
 108,000 lbs. Barley (48 lbs.) six tables 20,000 to 86,000 lbs.
 The tables are printed in two colors on good paper. Price,
 \$1.50.
 GRAIN DEALERS JOURNAL, 255 LaSalle St, Chicago, Ill.

BOSTON CHAMBER OF COMMERCE MEMBERS.

EUGENE MCDONALD
Grain Broker
 BOARD OF TRADE, BUFFALO
 CHAMBER OF COMMERCE, BOSTON

THOMAS RONALD
 209 Chamber of Commerce,
 Boston, Mass.
 Member of Boston Chamber of Commerce,
 Buffalo Board of Trade. Grain Dealers Na-
 tional Association. Brokerage accounts de-
 sired. 15 years' experience.

J. E. SOPER & CO.
 BUYERS OF
Grain and Feed
 Chamber of Commerce, BOSTON.

PITTSBURGH GRAIN AND FLOUR EXCHANGE MEMBERS.

Daniel McGaffrey's Sons Co.
LEADING
HAY AND GRAIN DEALERSReference, PITTSBURG, PA. Established 1867.
Duquesne Nat'l Bank Consignments solicited.**GEIDEL & CO.**Leading Mill Feed Dealers
GRAIN, HAY AND STRAW
Members National Hay Association;
Pittsburg Grain and Flour Exchange
PITTSBURG, PA.**YELLOW EAR CORN**

WANTED

CARLOADS Address
SAMUEL WALTON
No. 8 Wood St. PITTSBURG, PA.**Divided Cars**of Yellow Ear, or Shelled Corn
and good White Oats wanted.
Write or telegraph,**HARDMAN & HECK**

Room 206 Home Trust Bldg., Pittsburg, Pa.

N. MORTON**Grain and Hay**Correspondence Solicited
Reference, Monongahela National Bank
McCANCE BLOCK
Pittsburg, Pa.**GEIDEL & DICKSON,**

Receivers and Shippers,

Grain, Hay and Feed432 and 434 Seventh Ave.
PITTSBURG, PA.
Members National Hay Association.
Liberal Advances on Consignments.

KANSAS CITY BOARD OF TRADE MEMBERS.

KANSAS CITY SEED & GRAIN CO.

KANSAS CITY, MO.

SPECIALTIES: Millet, Cane, Kafir Corn, Alfalfa, Timothy, Clover, Seed Rye, Barley, Red Oats, Red Cob Ensilage Corn, Turkey Hard Wheat, etc.

Kay H. Beach. Robinson's Cipher. M.L. Keever

**BEACH-KEEVER
GRAIN CO.**Try us with consignments of grain.
We also handle options.

344 Board of Trade, Kansas City, Mo.

SHORTAGES

are liable to occur at any market. Consign your grain, then you can feel sure of having your shipment looked after and of getting all that is coming to you. We handle consignments and orders for futures.

ERNST-DAVIS GRAIN CO.

KANSAS CITY, MO.

Members Kansas City Board of Trade, Chicago Board of Trade and St. Louis Merchants Exchange.

GEO. A. ADAMS GRAIN CO.

Good Milling Wheat Our Specialty

Orders Executed in Futures
on All Exchanges . . .

Board of Trade, KANSAS CITY, MO.

Milling Wheat

for sale. We make a specialty of supplying millers, as well as grain dealers, with choice milling wheat and we would be glad to quote you, send you samples or execute your orders at any time.

BENTON GRAIN CO.
520 Board of Trade, KANSAS CITY, MO.**SOUTHWESTERN ELEVATOR COMPANY**

Kansas City, Missouri

Members Chicago Board of Trade, Kansas City Board of Trade

REPRESENTING

RECEIVERS

Armour Grain Company, Chicago

Milwaukee Elevator Co., Milwaukee

CONSIGNMENTS

AND

REFERENCES

SHIPPERS

New England Nat'l Bank, Kansas City

Armour & Company, Chicago

Armour Packing Co., Kansas City

SOLICITED

**Grain Dealers'
Scale Tickets.**

BOOK NO. 51.

This scale book contains 100 pages 8x11½ inches. Each page contains 5 scale tickets and 5 stubs, giving the book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross, Tare and Net pounds, Net bushels and pounds, Dollars and Cents, Due to or order and Weigher. While the stub is ruled for Hauler, Load of, Number, From, To, Weighed, Date, Gross, Tare and Net pounds, Net . . . bushels . . . pounds, Price, Dollars and Fees.

It is printed on manila paper bound in heavy board covers and pages are perforated so that tickets can be removed from book quickly and without tearing them.

Book No. 51, Price 75 cent. Address

GRAIN DEALERS COMPANY

255 La Salle Street. - Chicago, Ill.

RECEIVERS

who want to reach the regular grain dealers of the country use space in the GRAIN DEALERS JOURNAL. . . .

Quotation Record
(FORM 97)

is sheets of bond paper ruled to facilitate keeping a daily record of the market prices of options in 'Cha ve. Each sheet or chart is headed "Board of Trade Quotations for the Week Commencing Monday—, 19—." Each sheet has twelve columns provided for different options, four for Wheat, four for Corn and four for Oats; also spaces for the market on each at 9:30, 10, 11 and 12 o'clock and the close, as well as the closing price the previous week.

As a handy reference record of market prices it has no equal. Each sheet is 9½x9½ inches and has spaces for one week's record. The sheets are put up in blocks of sixty—a year's supply and sold for 75 cents by the

GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

Cifer Codes

Use a good Telegraph Cifer Code. Prevent Errors, Reduce the Cost of Sending messages and Prevent Contents becoming known to agents.

ROBINSON'S TELEGRAPH CIPHER CODE is used more extensively by the grain trade than all others combined. Well arranged, compact; can easily be carried in the pocket. Well printed on good paper. Bound in leather, \$2.00; cloth, \$1.50.**A. B. C. INTERNATIONAL CODE**, is used more extensively in international trade than any other. Bound in cloth, 480 pages. Fourth edition, \$5.00, Fifth edition, 1,400 pages, \$7.00.**HAY AND GRAIN CIPHER CODE** is for the use of hay receivers and shippers. Is well arranged, compact and well printed on good paper. Price, \$1.00.**BALTIMORE EXPORT CABLE CODE**, the latest, simplest and most popular code used in the export grain trade. Bound in leather, 152 pages. Price, \$10.00.**COMPANION CABLE CODE**, a complete general code, with words from the official telegraph vocabulary. Bound in cloth, 144 pages. Price, \$5.00.**RIVERSIDE CODE**, fifth edition, specially adapted for use of millers and flour dealers who do an export business. Bound in flexible leather covers, 228 pages. Price, \$3.00.**UNITED STATES CIPHER CODE**, Bound in cloth, 136 pages. Price, \$3.00.**REVISED ECONOMY CODE**. Well bound and printed. Price, \$3.00.**YOUR NAME** in gilt letters stamped on front cover on any of above books for 25 cents extra.

For any of the above, address

GRAIN DEALERS COMPANY

255 La Salle St., Chicago, Ill.

RECEIVERS, SHIPPERS AND BROKERS.

NEWARK, N. J.

F. A. Champlin & Co.

Receivers & Distributors

GRAIN, HAY & MILL FEEDS

Oats & Hay a Specialty

Liberal Advances on Consignments.
Reference: Nat'l Newark Banking Co.

NEWARK, N. J.

CAIRO

H. L. Halliday Milling Co.

WHEAT, CORN AND OATS,

CAIRO, ILL.

Elevator Capacity 500,000 Bushels.

Redman, Magee & Co.

GRAIN

DELTA ELEVATOR, CAIRO, ILL.

OMAHA, NEB.

The Updike Grain Co.

Receivers and Shippers

.... of

GRAIN

Members Omaha Grain Exchange

Omaha, Neb.

BATTLE CREEK.

McLANE, SWIFT & CO.

Buyers of Wheat, Corn, Natural and
Clipped Oats, Choice Rye.

Write for bids—your track.
Grain Elevators on Grand Trunk Railway.
BATTLE CREEK, MICH.

SAVANNA, ILL.

GRIFFITH-HALL GRAIN CO.

BARLEY

Send Samples
for Bids

SAVANNA, ILL.

INDIANAPOLIS.

Phone No. 80.

BASSETT GRAIN CO.

Commission

Rooms 33 and 35 Board of Trade
INDIANAPOLIS, IND.
Both Cash Grain and Option Departments

CLEVELAND, O.

THE UNION ELEVATOR CO.,

BUYERS AND SHIPPERS

Wheat, Corn, Oats, Hay and Straw

... Our Specialty ...

Recleaned Yellow Shelled Corn and
White Oats.

CLEVELAND, OHIO

PEORIA.

SHIP TO PEORIA.

P. B. & C. C. MILES

GRAIN COMMISSION MERCHANTS

Rooms 36 & 37 Board of Trade

Established 1875.

PEORIA, ILL.

STOCKBRIDGE ELEVATOR CO.,

JACKSON, MICH.

20 Elevators in Michigan

Oats Clipped or Natural. Distilling Rye,
Feed Barley, Wheat, Corn, Beans,
Hay, Straw, Mill Feed.

GREENVILLE.

E. A. GRUBBS GRAIN CO.

GREENVILLE, O.

Grain, Hay, Straw.

Correspondence wanted with members of
National Grain Dealers Association who
ship East Union Live via Indianapolis, Ind.

MEMPHIS.

John Wade & Sons,

GRAIN BUYERS AND DEALERS

Members Merchants' Exchange.

MEMPHIS.

TENN.

EVANSVILLE

W. H. SMALL & CO.

RECEIVERS AND SHIPPERS

GRAIN, SEEDS AND HAY

Office, 7 and 9 Upper 1st Street,
EVANSVILLE, IND.

Warehouses

Belt R. R., cor. Penna. and Bellevue Streets

COLUMBUS

Columbus Grain & Elevator Co.,

Columbus, Ohio.

Oats a Specialty.

Correspondence Solicited.

Proprietor of Columbus Transfer Elevator.

PORTLAND

EDWARD P. MERRILL,

Grain Broker,

PORTLAND, ME.

COLUMBIA CITY, IND.

Kraus & Apfelbaum,

Columbia City, Ind.

Send us your samples of seed
and ask for ours.

COLUMBUS, GA.

DAN JOSEPH COMPANY

Grain, Hay, Flour, Provisions

Warehouse Capacity 100 Cars

Member:

Grain Dealers National Association.
National Hay Association.
The Texas Grain Dealers Association

FREMONT, NEB.

NYE SCHNEIDER FOWLER CO.

GRAIN DEALERS

Corn for Feeders. Milling wheat a specialty,
both winter and spring. Write for samples
and prices. Shipment via C. & N. W. R. R.

GENERAL OFFICES:

FREMONT, NEB.

CINCINNATI.

G. F. Barrett, Prest. H. H. Hill, Manager
J. V. Metzger, Sec'y and Treas.

THE METZGER-HILL CO.

Receivers and
Shippers

Grain and Hay

CINCINNATI, OHIO.

WHEELING

H. H. DAUM, Mgr.

Produce & Grain Co.

Wheeling, W. Va.

Buyers

Ear Corn, Oats, Hay and Feed,
Special attention given consignments

ST. PAUL, MINN.

SHIP YOUR HAY

to **LOFTUS-HUBBARD ELEVATOR CO.**

(Members Board of Trade.)

St. Paul, Minn.

**Robinson's Telegraphic
Cipher Code (Revised)**

Is more extensively used by Grain
and Provision Dealers and Millers

than all other codes combined. It is compact, small and can be easily carried in the pocket. It has been revised and fifteen pages added. Every cipher word, quotation and phrase in former editions has been retained. Get the latest edition; by using it your messages will be understood, you will save time and expense. Price, bound in leather, gilt edges, \$2.00; cloth binding, \$1.50. Your name in gilt letters on front cover 25 cents extra.

GRAIN DEALERS COMPANY

255 La Salle St. CHICAGO, ILL.

DIRECTORY OF GRAIN RECEIVERS, SHIPPERS, BROKERS, TRACK BUYERS.

BALTIMORE.

Bishop, W. G., & Co., grain, hay.*
 Botts & Co., Thos. H., grain, seeds, hay.*
 England, Chas., & Co., grain, hay.*
 Frame, Knight & Co., commission.
 Hammond & Snyder, receivers, exporters.*
 Hax, G. A., & Co., grain, hay, seeds.*
 Hopps, William, Grain & Hay Co., grain.*

BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.*

BOSTON, MASS.

Reed, Geo. F., grain shipper's agent.*
 Ronald, Thomas, grain and mill feed.*
 Soper, J. E., & Co., grain and feed.

BUFFALO.

Alder, W. W., strictly commission.*
 Anderson & Co., H. G., grain, mill feeds.*
 Buffalo Cereal Company, grain.*
 Burns Bros., grain commission.*
 Gallagher, W. B., damaged grain.
 Heathfield & Washburn, grain and feed.*
 Heinhold, John G., grain and feed.*
 Irwin, Dudley M., barley.*
 Pratt & Co., grain commission.*
 Ratcliffe, S. M., grain shippers' agent.
 Seymour, Jr., J. A., grain commission.*
 Waters, Henry D., grain commission.*
 Yantis, S. W., grain and feed.*

CAIRO, ILL.

Halliday, H. L., Milling Co., grain.*
 Redman, Magee & Co., grain.*

CHICAGO.

Armour Grain Co., grain buyers.*
 Ash, I. N. & Co., grain and seeds.
 Bartlett, I'razier & Carrington, grain.*
 Bentley-Jones Grain Co., grain com'n.
 Bennett, Thos. & Co., receivers, shippers.*
 Bridge & Leonard, commission merchants.
 Bryant & Co., grain.*
 Calumet & Western El. Co., commission.*
 Chicago Grain & Eltr. Co., commission.
 Crighton & Co., grain commission.*
 Finney, Sam, commission.*
 Fraser, W. A., Co., grain commission.*
 Freeman, H. H., & Co., grain, hay, straw.
 Fyfe, Manson & Co., Grain Com'n.
 Gerstenberg & Co., grain, seeds.*
 Harris, Scotten Co., receivers, buyers.
 Heeman, Edward G., commission.*
 Hemmelgarn, H., & Co., commission.*
 Holt, Lowell & Co., grain receivers.
 Hulburd, Warren & Co., grain com'n.*
 Irwin, Green & Co., grain commission.
 Johnson, W. F., & Co., grain, seeds.*
 Lake, W. H., & Co., commission, receivers.
 Lasier & Hooper, receivers and shippers.*
 Merritt, W. H., & Co., grain, seeds.*
 Mueller & Young Grain Co., barley, oats.*
 Mumford, W. R., Co., commission.*
 Randall & Co., T. D., hay commission.
 Rogers, H. W., & Bro., grain and seeds.
 Rosenbaum Bros., receivers, shippers.
 Rosenbaum, J., Grain Co., rec'rs, ship'rs.
 Rumsey & Company, grain commission.*
 Sidwell, Geo. H., & Co., grain commission.*
 Somers, A. L., & Co., grain, field seeds.*
 Urdike Commission Co., grain, provisions.
 Van Nels Bros., grain com'n.
 Warner & Wilbur, grain commission.*
 Wagner, El. W., receiver and shipper.*
 Ware & Leland, grain, seeds.*
 West, John, & Co., grain, seeds.*
 Wetmore, H. D., & Co., commission.*
 Winans, F. E., grain and seeds.*
 Wright, Bogert & Co., com. merchants.

CINCINNATI.

Ellis & Fleming, hay, grain.*
 Southern Grain Co., grain merchants.
 The Metzger-Hill Co., grain, hay.
 Union Grain & Hay Co., grain, hay.

CLEVELAND, O.

Bennett, Walter A., grain, hay, mill feed.
 Strauss & Co., H. M., receivers grain, hay.
 Union Elevator Co., grain, hay, straw.*
 Williams, Edward A., grain, hay, mill feed.

COLUMBIA CITY, IND.

Kraus & Apfelbaum, grain and seeds.

COLUMBUS, O.

Columbus Grain & Eltr. Co., grain, oats.*
 Felty, A., shipper grain and hay.
 McCord & Kelley, track buyers, shippers.*
 Seeds Grain Co., grain and hay.*
 Tingley Bros., grain, hay, chop feed.*

CRAWFORDSVILLE, IND.

Crabbs & Reynolds, grain and seeds.

DAYTON, OHIO.

Schaeffer & Boroff, buyers, shippers.*

DECATUR, ILL.

Burks, C. A., Illinois grain.*
 Dumont, Roberts & Co., gr. dlrs.*

EVANSVILLE.

Small, W. H., & Co., grain, seeds.

FAIRBURY, ILL.

Keller, Emil, track buyer.

FORT WORTH, TEX.

Andrews & Ranson, grain, hay, etc.

FREMONT, NEB.

Nye Schneider Fowler Co., grain dealers.

GALVESTON, TEX.

Hanna & Leonard, grain, hay.

GREENVILLE, OHIO.

Grubbs, E. A., Grain Co., track buyers.*

INDIANAPOLIS.

Bassett Grain Co., grain commission.
 The Wm. S. Gilbreath Seed Co., field seeds.

JACKSON, MICH.

Stockbridge Elevator Co., grain, seeds.

KANSAS CITY.

Adams, Geo. A., Grain Co., commission.
 Beach-Keever Grain Co., grain receivers.
 Ernst-Davis Grain Co., commission.*
 Kansas City Seed & Grain Co., seeds.
 Morrison Grain Co., commission.
 Southwestern Elevator Co. rec'rs, sh'pers.
 Thresher & Fuller, grain commission.

KENTLAND, IND.

McCray, Morrison & Co., track buyers.*

LOUISVILLE, KY.

Strater Brothers Grain Co., grain.
 Thomson, W. A. & Co., buyers of grain.

MEMPHIS.

Davis & Andrews, grain dealers, millers.*
 Wade, John, & Sons, grain dealers.*
 Webb & Maury, grain dealers & eltrs.

MILWAUKEE.

Franke Grain Co., grain and feed.*
 Krause, C. A., Grn. Co., shp'rs grain, feed.*
 Lowry, I. H., & Co., grain commission.*
 Lull, Chas. R., grain, feed, hay.*
 Milwaukee Elevator Co., barley.*

MINNEAPOLIS.

Barnum Grain Co., receivers, shippers.
 Brown, E. A., & Co., commission.
 Marfield-Griffiths Co., grain commission.*
 Poehler, H., Company, grain commission.*
 Spencer Grain Co., commission, barley.
 Welch, E. L., & Co., grain commission.
 Van Dusen-Harrington Co., commission.*

MONTGOMERY, ALA.

Davis, W. A., grain, hay, flour broker.

NASHVILLE, TENN.

Douglas, Byrd & Co., buyers of grain, hay.
 Harsh Bros. & Co., grain and hay.
 Hill, Geo. W. & Co., grain and hay.
 Kerr, S. S., receiver and shipper.
 Miller & Co., grain commission.
 Rose, G. P., & Co., grain buyers.*
 Wilkes, J. H., & Co., grain, hay.*

NEWARK, N. J.

Champlin, F. A., & Co., grain, hay, feed.

NEW YORK CITY.

Carscallen & Cassidy, grain, hay.
 Forbell & Tilson, grain commission.
 Reinhardt, Geo. N., & Co., hay, grain.
 Story, W. H., & Co., grain commission.

NORFOLK, VA.

Etheridge & Co., D. E., grain brokers.

OMAHA, NEB.

The Urdike Grain Co., receivers, shippers.

PEORIA, ILL.

Miles, P. B. & C. C., grain commission.*
 Tyng, Hall & Co., grain commission.*
 Van Tassel Grain Co., receivers, shippers.*

PHILADELPHIA.

Chapin & Co., grain, mill feed.*
 Dunwoody, E., & Co., grain and seeds.
 Logan, L. J. & Co., grain, hay, feed.
 Miller, L. F., & Sons, grain, seeds, hay.
 Rogers, E. L., & Co., grain hay.*

PITTSBURG.

Elwood, R. D., & Co., rye, oats, corn.*
 Foster, C. A., grain, hay, feed.*
 Geidel & Co., grain, hay, straw.*
 Geidel & Dickson, grain, hay, feed.
 Hardman & Heck, grain, hay, mill feed.
 Keil & Thorne, grain, hay, feed.
 McCaffrey's, Daniel, Sons Co., grain, hay.
 McCague, R. S., grain, hay.*
 Morton, N., grain and hay.
 Smith, J. W., & Co., grain, hay, feed.
 Walton, Samuel, hay, corn, oats.

PORTLAND, ME.

Merrill, Edward P., grain broker.

RICHMOND, VA.

Beveridge, S. T., & Co., grain, hay, seeds.*
 Fairbank, S. G., & Co., grain, hay, feeds.
 King, Geo. T., broker and commission.*

SAVANNA, ILL.

Griffith-Hall Grain Co., barley.

ST. JOSEPH, MO.

Gordon, T. P., grain commission.*

ST. LOUIS, MO.

Brinson-Waggoner Grain Co., receivers.
 Byrne, Daniel P., & Co., grain, hay, seeds.*
 Connor Bros. & Co., grain commission.*
 Parrott-Day Co., Receivers, Shippers.
 Picker & Beardsley, grain and seeds.*
 Sherry-Bacon Grain Co., grain com'n.
 Wallace, F. L., & Co., grain commission.

TOLEDO.

Goemann Grain Co., grain buyers.*
 King, C. A., & Co., grain, clover seed.*
 National Milling Co., cash buyers wheat.
 McCabe, G. B., grain and seeds.
 Prine & Potter, grain and seeds.
 Reynolds Bros., grain and seeds.*
 Rundell, W. A., & Co., grain, seeds.*
 The Toledo Field Seed Co., clover, timothy.
 The Toledo Salvage Co., salvage grain.
 United Grain Co., grain commission.*
 Zahm, J. F., & Co., grain, seeds.*

TORONTO, CANADA.

The Steele, Briggs Seed Co., Ltd., fld. sds.

TYRONE, PA.

Miller, John H., grain, hay.*

WHEELING, W. VA.

Produce & Grain Co., corn, oats, hay.

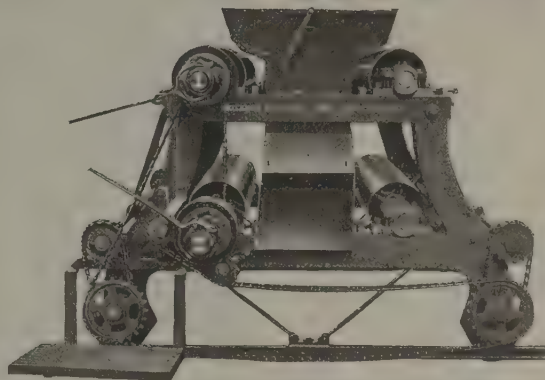
Union Scale & Manufacturing Co.



Manufacturers of simple, accurate and reliable Automatic Weighing Machines. Scales for even weight bagging a specialty. Write for particulars.

**36 and 38 Union Park Place,
CHICAGO, ILL.**

A GOOD TRIPPER



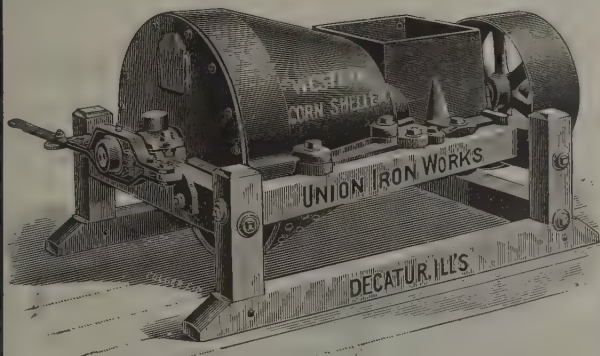
Pulleys made in one piece not built up of two or three, saving wear on the belt and preventing it from being cut by the edge of the built up pulley; large shafts in bearings guaranteeing satisfactory work under continuous hard duty; quick acting lever brake; simple but powerful moving mechanism operated by friction clutches; discharge spouts of ample size preventing choke-ups from accumulation of dust; changes of the spouts are made by means of levers, all the levers being conveniently arranged for the operator and the entire handling of the machine under his control.

Made in all sizes. Built in high and low patterns and two or four pulleys with or without moving mechanism and with switch valves or swivel spouts.

SKILLIN & RICHARDS MFG. CO.

CHICAGO

Everything for your Elevator



"Western" Warehouse Sheller



"Western" Shaker Cleaner

Do You Intend to Build an Elevator this Season?

If so, correspond with or see the

UNION IRON WORKS

DECATUR, ILL.

Plans to Suit Each Location by a Licensed Architect

Manufacturers of the justly celebrated WESTERN MACHINERY—Corn Shellers, Corn Cleaners, Elevator Heads and Boots, Pulleys, Boxes, Shafting, etc.

WRITE FOR OUR CATALOG AND PRICES

STRONG POINTS

One of the strong points of the "CLIPPER" Cleaner is its combination qualities. Some cleaners are excellent for handling corn but of little use for anything else; some do first-class work on wheat and other grain but will not handle seeds; some are good for seeds only. A "CLIPPER" Cleaner that is equipped with our Special Air Controller and the correct assortment of screens, will clean seeds, clovers, millet, timothy and light grasses, to perfection; it will clean wheat or other grain for seed or market to suit the most particular requirements and it will also handle corn, hemp, flax, Kaffir corn and all other varieties of grain and seed in a highly satisfactory manner. The explanation of WHY our machines will do this large combination of work is simple: We furnish a complete outfit of screens for the different varieties of work desired, and with the Special Air Controller we are able to regulate the "vertical blast" at any point between a zephyr and a hurricane. This enables us to practically weigh each kernel and seed and separate the light or chaffy seed or grain from the prime, regulating the separation to meet the requirements, whether the cleaning is done for market or for seed purposes.

We guarantee our machines to be as represented, to give entire satisfaction and to require less power than any other cleaner of equal capacity. All machines sold on thirty days' trial.

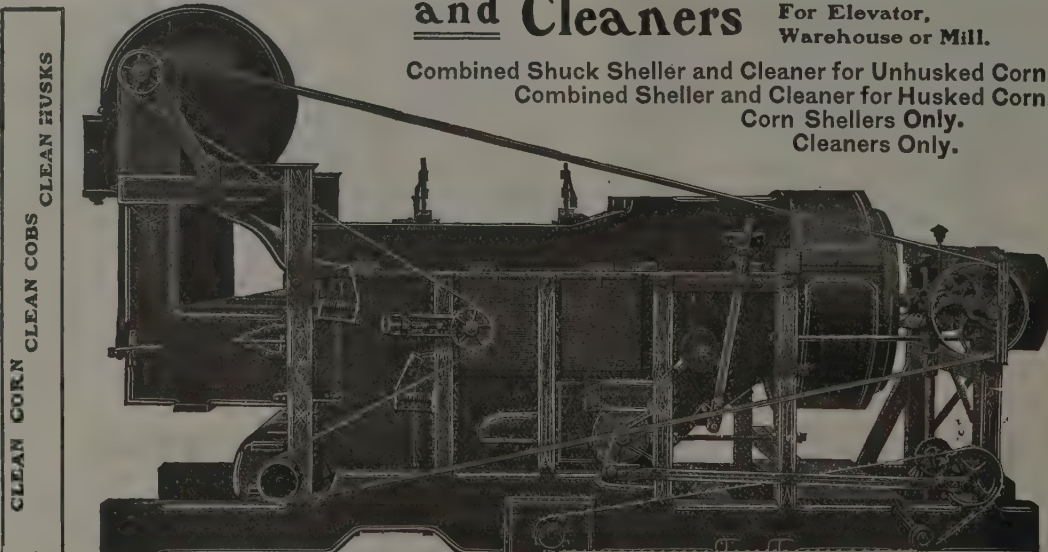
Write for catalogue descriptive of machines varying in size to suit all kinds of local elevators and seed houses, from one-half of one horse power up.

A. T. FERRELL & CO., Saginaw, Mich.

New Process Dustless Cylinder Corn Shellers and Cleaners

For Elevator,
Warehouse or Mill.

Combined Shuck Sheller and Cleaner for Unhusked Corn.
Combined Sheller and Cleaner for Husked Corn.
Corn Shellers Only.
Cleaners Only.



The New Process Combine Shuck Sheller and Cleaner shown above is the only machine that can be fitted for either Husked Corn of Northern States or the Unhusked Corn of Southern States.

Send for our Catalog of EVERYTHING used in an ELEVATOR, WAREHOUSE or MILL.

**MARSEILLES MFG CO. MARSEILLES
ILLINOIS....**

Branches { Peoria, Ill., Council
Bluffs & Cedar Rapids
Ia., Kansas City, Mo.

A LABOR SAVER

Corwith, Ia., May 16, 1903.

Maroa Mfg. Co., Maroa, Ill.

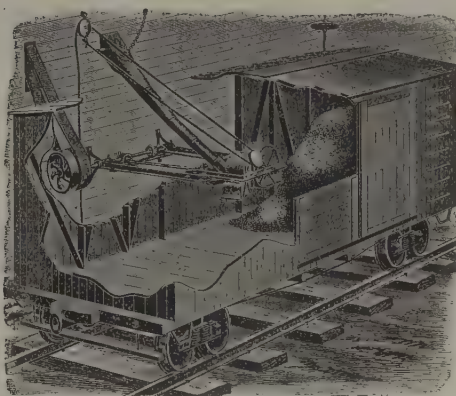
Gentlemen:—Replying to your letter of the 13th, I must say the car loader I bought of you people last July has given me the best of service and it certainly is a great labor saving machine for any elevator.

Yours truly,
PETER HATTERSCHEID.

As Mr. Hatterscheid had used his machine more than nine months when this letter was written he was in a position to speak of its merits. We are publishing letters from different people in each issue and the testimonials of your fellow grain dealers are evidence that these machines are giving satisfaction. However, if you are from Missouri, write us for the conditions on which we send them on trial.

Maroa Mfg. Co.
Maroa, Ill.

The Champion Car Loader



Will fill each end of the car at the same time.

Has a capacity of 6,000 to 9,000 bushels per hour.

A perfect success.

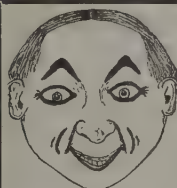
Write the inventor and pioneer manufacturer of the rotary car loaders, for full particulars.

Manufactured by

E. BAUDER

Successor to
E. H. REYNOLDS

STERLING, ILL.



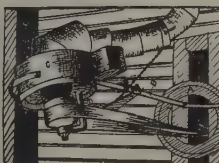
Agents, Customers and Farmers

Continue to Praise Our

PATENT AUTOMATIC CHAIN GRAIN FEEDERS

Send in your specifications for anything in the elevator supply line and we will either quote or call.

B. S. CONSTANT CO., BLOOMINGTON, ILL.



Nelson Car Loader

Consists of tubular frame which can be adjusted to any distance

from track. Has a fan box made in two halves joined by spring which allows fan box to give if any foreign matter enters and thus prevents breakage. Has swivel for tilting, to load all parts of the car and is guaranteed to give an even test throughout the car. Will be shipped for inspection and trial at our expense. A boy can place in position for loading in one minute. For information write,
E. B. NELSON, BURCHINAL, IOWA.



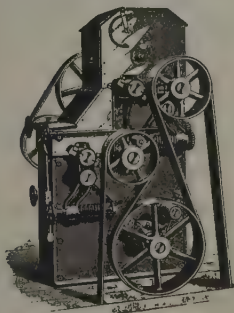
LIGHTEST RUNNING

The **BOWSHER FEED MILLS** have capacity, speed, strength and lasting qualities. They grind fine, medium or coarse. Crush and grind ear corn (with or without shucks). Can run empty without injury. Seven sizes—from 2 to 25 H. P. (Sold with or without elevator).

NOW is the time to put in a Bowsheer Mill. We want you to have our catalogue. Send for it.

Exhibit at World's Fair B1'k 10, Aisle G-1, Agricultural Bldg.

The N. P. BOWSHER CO., South Bend, Ind.



It Is Better

To make sure—no matter what you are doing. Don't buy a pig in a bag. Examine everything before you put a cent into anything. That's good advice. When you're thinking of buying a feed mill look at all the rest and then come to examine the

NORTHWAY

See if it doesn't contain all the good points you saw in all the others—with just a few thrown in for luck. When your rolls need attention of any sort don't forget that we do that, too.

STRONG & NORTHWAY MFG. CO.
Minneapolis, Minn.

You Want It

THE IDEAL CAR LOADER

is guaranteed to give satisfaction. If it fails to do all we claim, it costs you nothing.

Write for catalog, giving full description and price.

THE IDEAL CAR LOADER CO.
ALLENVILLE, ILL.

NORDYKE & MARMON CO.

AMERICA'S LEADING MILL BUILDERS

INDIANAPOLIS, IND.

FEED MILLS

THREE ROLL-TWO AND
THREE PAIR HIGH
ROLLER MILLS
ALL SIZES AND STYLES
BUHR STONE MILLS

ELEVATOR MACHINERY
GRAIN CLEANERS,
SHELLERS.

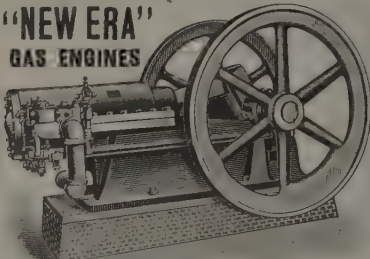
OVERHEAD DUMPS,
TURN-HEADS, FEEDERS,
FLEXIBLE SPOUTS,
BUCKETS, BELTING,
POWER CONNECTIONS.

ELEVATOR SUPPLIES

GOODS OF FIRST QUALITY — PRICES LOW — SEND US YOUR SPECIFICATIONS FOR QUOTATIONS.

POWER FOR GRAIN ELEVATORS.

**"NEW ERA"
GAS ENGINES**



For Gas or Gasoline. Sizes 5 to 80 H. P.
THE NEW ERA GAS ENGINE CO.
 86 Dale Avenue, DAYTON, OHIO, U. S. A.

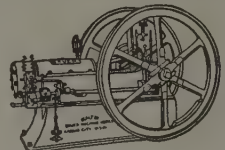
BRUNNER ELEVATOR ENGINE
 FOR GRAIN ELEVATORS
 From 1 to 30 H. P.
 Write for descriptive circular.
 Charles Brunner, Mfr.
 PERU, ILL.

Send for Catalog No. 39.



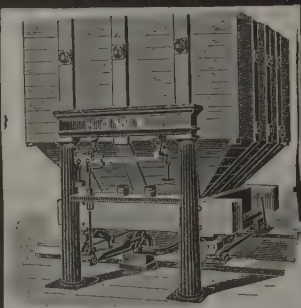
COLUMBUS ENGINES
 Columbus Machine Co.
 COLUMBUS, O.

BAUER GASOLINE ENGINES

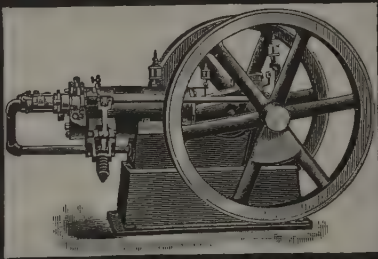


Are perfectly adapted to the needs of grain elevator men. Write for description. Other engines taken in exchange. (Send for list of rebuilt second-hand engines.)
BAUER MACHINE WORKS CO.
 KANSAS CITY, MO.

**HOWE SCALES
ENGINES
THE WORLDS BEST**



POWER AND WEIGHT



ESTIMATES FURNISHED PROMPTLY
BORDEN & SELLECK CO
 CHICAGO
 ST. LOUIS MINNEAPOLIS KANSAS CITY CLEVELAND

**The
Practical
Gas
Engineer**



tells you what to do and how to do it when your engine gets out of order. It also tells all about the care and operation of a gas or gasoline engine.

A book written by a man of 12 years' practical experience with hydro-carbon engines. Bound in cloth, Price \$1.00.

Grain Dealers Journal
 255 La Salle St. Chicago, Ill.

Gas Engine Books

Operators of gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance.

THE PRACTICAL GAS ENGINEER, by E. W. Longanecker, M. D., Price, \$1.00.

THE GAS AND GASOLINE ENGINE, by Norman & Hubbard, Price, \$1.00.

THE GAS ENGINE HANDBOOK, by E. W. Roberts, Price, \$1.50.
 For any of the above address,

Grain Dealers Co.,
 255 La Salle St. Chicago, Ill.

Grain Dealers' Scale Tickets

This scale book contains 100 pages 8x11½ inches. Each page contains 5 scale tickets and 5 stubs, giving the book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross, Tare and Net pounds, Net bushels and pounds, Dollars and Cents, Due to or order and weigher. While the stub is ruled for Hauler, Load of, Number, From, To, Weighed, Date, Gross, Tare and Net pounds, Net...bushels...pounds, Price, Dollars and Fees. It is printed on manila paper bound in heavy board covers and pages are perforated so that tickets can be removed from book quickly and without tearing them.

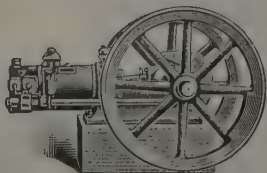
Book No. 51, Price 75 Cents. Address

GRAIN DEALERS COMPANY, 255 LaSalle Street, Chicago, Ill.

"OTTO"

SPACE No. 41

**MACHINERY BUILDING
UNIVERSAL EXPOSITION
ST. LOUIS**



THE OTTO GAS ENGINE WORKS

Chicago Representative:
T. W. SNOW, 360 Dearborn St.

PHILADELPHIA, PA.

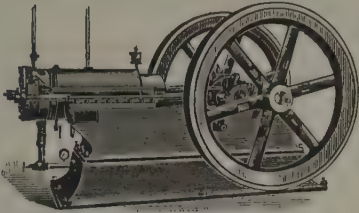
When in the Market for a Gasoline Engine
 Do not fail to write for



Illustrated Catalog and Prices to the
Waterloo Motor Works, Waterloo, Iowa.

WAYNE GASOLINE ENGINES

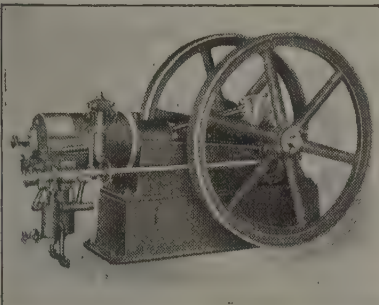
SIMPLE, ECONOMICAL, RELIABLE



Send for Catalog of our Special Elevator Engines.

FT. WAYNE FOUNDRY & MACHINE CO.
FT. WAYNE, IND.

THIS ENGINE



will furnish you with an absolutely reliable power. It is economical of fuel; compact, closely governed, simple and strong in construction, has few parts and is not likely to get out of order. An ideal engine for the elevator. We want to tell you more about it.

So write us
HUGH MATHEWS
Kansas City, Mo.

The Gas and Gasoline Engine and Its Age

By NORMAN & HUBBARD

Is a practical hand-book of questions and answers on any difficulty that may arise in the care, management and operation of a Gas or Gasoline Engine. It is a reference book for users and those contemplating the purchase of a gas or gasoline engine.

It gives a historical review of the growth of the gas and gasoline engine and the features that are essential to the good working of a gas or gasoline engine. It gives a long list of questions and answers which are invaluable to users, describes an indicator, the pounding of engines, precautions in running a gas engine, etc. It also gives a description of nearly all the prominent makes of American engines, besides a very complete set of rules and tables, which are invaluable to operators of engines. This book is of convenient size, well bound in cloth covers, printed on book paper, and profusely illustrated. Price \$1.00.

FOR SALE BY

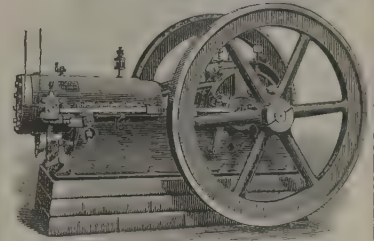
GRAIN DEALERS COMPANY

255 LaSalle St., CHICAGO, ILL.

Drive

Your business. Hitch up with an ad. in the Grain Dealers Journal. You will then have a pleasant and profitable ride.

THE FOOS



Large Stocks carried by
General Agencies
IN EVERY GRAIN CENTER IN THE WEST.

Send for catalog No. 20.

THE FOOS GAS ENGINE CO., SPRINGFIELD, O.

When in the Market for a Gasoline Engine
Do not fail to write for



Illustrated Catalog and Prices to the
Waterloo Gasoline Engine Co. Waterloo, Iowa.



The
Best
Made

Fairbanks' HOPPER SCALES
WAGON SCALES
TRACK SCALES

SCALES IN 700 PATTERNS

FAIRBANKS-MORSE & CO.

St. Louis, Mo.
Omaha, Neb.
San Francisco, Cal.
Cincinnati, Ohio
Louisville, Ky.

Chicago, Ill.
St. Paul, Minn.
Minneapolis, Minn.
Portland, Ore.
Cleveland, Ohio
Indianapolis, Ind.

Kansas City, Mo.
Denver, Colo.
Salt Lake City, Utah
Detroit, Mich.
Los Angeles, Cal.

Gasoline Engines for
grain elevators and
grain dealers; for
power or pumping.

Get catalogue No. 44-B
and prices.

ALWAYS MORE
THAN RATED H. P.



Record of Cars Shipped

FORM 385

Is designed especially for the use of country shippers in keeping a complete record of each car of grain shipped.

It contains 160 pages of Record Linen Ledger Paper, ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9 1/2 x 12 inches and has spaces for recording the foregoing facts regarding 2,400 carloads. It is well bound in strong boards with leather back and corners.

Price, \$1.50.

GRAIN DEALERS COMPANY

255 La Salle Street, CHICAGO, ILL.

Wagon Loads Received

FORM 380

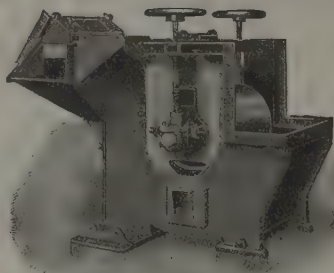
For the use of country grain buyers in keeping a record of grain received from farmers.

It is 9 1/2 x 12 inches, contains 160 pages, giving room for records of 3,000 loads. Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks. The book is printed on Record Linen Ledger Paper and is well bound in strong board covers, with leather back and corners.

Price, \$1.50.

GRAIN DEALERS COMPANY

255 La Salle Street, CHICAGO, ILL.



16-inch pulley—16-inch face.

NON-CHOKING**SENT ON TRIAL!**

It is hardly possible with an ordinary boot, to run the cups completely full without danger of choking, even with a man in attendance, with his hand on feed gate lever. At best, it requires attention which is money.

Large Terminal Elevators desire to load cars, or ships, with despatch as a matter of economy.

Country Elevators need the operators time at the scales or dump, when patronage is lively.

Both Classes of Elevators will save money, and do their elevating in *one-half the time*, with less power, without attention, care, or danger of a choke, by using the

HALL NON-CHOKABLE RECEIVER.
(boot)

Automatic—no moving parts.

Send for Catalogue "D" **HALL DISTRIBUTOR CO.** 222 First Nat. Bank Bldg.
Omaha, Neb.

To the Grain Trade

and all who are operating elevators and to those who contemplate building!

More is it to your interest to look over what I do in the elevator building line. I am satisfied that my houses and machinery are the best and most up-to-date. Write me at Artesian, S. D., for the next thirty days.

M. ROWE Builder of GRAIN ELEVATORS
Clarksville, Iowa

Best on earth**AUTOMATIC SCALES****SACKING**

Accurate Net Weights
Five Sacks per Minute

W. E. SMITH, Sales Agent
47 Plymouth Place, CHICAGO

RICHARDSON SCALE CO.

17, 19 Park Row, N.Y. City.

**Grain Receiving Ledger FORM 33.**

Is designed for use by grain buyers who keep individual accounts and is ruled for facts regarding wagon loads received from farmers. Each book contains 200 pages and each page is ruled for records of 39 wagon loads. The pages are numbered and a good index is bound in front part of book. Each page can be used for one or more accounts as desired. The pages are 8x13 inches and ruled with column headings as follows: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks. The paper used is heavy linen ledger, bound in heavy cloth covers with Russia back and corners. Price \$2.25.

FOR SALE BY

GRAIN DEALERS COMPANY

255 LaSalle St., CHICAGO, ILL.

Secured Position.

Maurice Garrison of Atlantic, Iowa, writes: The first issue of the Grain Dealers Journal located me in a good position; and I have had several offers of good positions since from the advertisement.

BE NOT AFRAID

The illustrious Abraham Lincoln said: "You can fool some of the people all of the time, and all of the people some of the time, but you can't fool all of the people *all of the time*." This applies especially to the scale business. Certain manufacturers of scales, working upon the fears and prejudice of the public, and charging exorbitant prices for their goods, have been fooling the people a good many years into the belief that theirs are the only scales made that are reliable and durable. Have you been fooled? If so, don't let it occur again. When in need of a scale remember "**The Standard**," the highest product of the scale maker's art. Every scale furnished by us has our unqualified guarantee as to accuracy and durability, the material, workmanship and finish being strictly first class. So, when the other fellow tries to make a monkey of you, **be not afraid**.

OUR GUARANTEE IS GOOD

The Standard Scale & Supply Co., Ltd.

127-129 MARKET STREET, CHICAGO

Quality Higher than Price **Not in Any Trust or Combine****Wud U Sell Out?**

Then read the advertisements in the "Elevators Wanted" column of the Grain Dealers Journal, or better still, advertise your property in the "Elevators For Sale" columns of the Grain Dealers Journal, and get your own price for it. Ads in this column cost only 15 cents per line, yet bring quick returns.

Address,

GRAIN DEALERS JOURNAL

255 LaSalle St., Chicago, Ill.

ELEVATOR BUILDERS.

Reliance Mfg. Co. LARGEST ELEVATOR BUILDERS

In the State. We build up-to-date elevators cheaply and quickly. Investigate our system of handling grain before you decide on plans. We may have just what you want. We also manufacture the
RELIANCE GRAIN CLEANERS
and carry a full line of Elevator Supplies.
1521-1523 Bates St., INDIANAPOLIS, IND.

LUND, RUD & CO. Contractors & Builders of Grain Elevators

Plans and specifications furnished on short order. 14 years' experience in latest improvements. 313 South 3rd St., MINNEAPOLIS, MINN.

N. A. GRABILL CO. ELEVATOR BUILDERS

General Agts. for the
Howe Gas and Gasoline Engines
Write us. Daleville, Ind.

P. H. SANNEMAN Elevator Builder

Repair Work a Specialty.
Correspondence Solicited.
Clay Center, Kan.

The Seckner Company Contractors of Grain Elevators and Factory Buildings

Contracts taken for all kinds of heavy work. Estimates furnished if desired.
120 35th Street, CHICAGO.

C. A. LOWE



Elevator Builder

Enid, Okla.

W. S. CLEVELAND B. H. STAHR

W. S. CLEVELAND & CO.,

500 Corn Exchange MINNEAPOLIS, MINN.
Engineers, Designers and Builders of
GRAIN ELEVATORS
Steel Transfer Elevators, Brick Storage Tanks
Under Patent No. 714363.

Elevators built by us since March, 1903
HUBBARD & PALMER, Kasota, Minn.
Barley Cleaning Elevator, 125,000 Bushels.
HUHN ELEVATOR Co., Minneapolis, Minn.
Brick Storage Tank, 50,000 Bushels.
CROWN GRAIN Co., Winnipeg, Man.
Transfer Elevator, 170,000 Bushels.
BROOKS ELEVATOR Co., Minneapolis, Minn.
Transfer Elevator, 125,000 Bushels.
BUTCHER ELEVATOR Co., Minneapolis, Minn.
Transfer Elevator, 100,000 Bushels.
Besides 80 country elevators aggregating
about 2,000,000 bushels capacity.

Grain Elevators

P. H. PELKEY Elevator Contractor

FULL LINE OF ELEVATOR AND MILL
SUPPLIES, SCALES AND LEWIS GASO-
LINE ENGINES CARRIED
IN STOCK AT
WICHITA, KAN.
118 S. LAWRENCE AVE.

L. BUEGE & CO.

Build Good Elevators
Modern Ideas
Prompt Service

Write us for Plans and Estimates

312 Corn Exchange : Minneapolis

Grain Scale Book No. 23

An Indexed journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price, \$2.50.

For Sale by

GRAIN DEALERS COMPANY

255 LA SALLE ST.

CHICAGO, ILL.

Complete Grain Elevators and Flour Milling Plants

Designed, erected and equipped ready for operation. PLANS drawn to suit any location and ESTIMATES SUBMITTED. Elevators built in either steel, wood or combination materials.

Steel Fire Proof Elevators a Specialty

Write for my late Illustrated Catalog on Grain Elevators. It will interest you.

CORRESPONDENCE SOLICITED

R. C. STONE

ARCHITECT
AND MECHANICAL ENGINEER
SPRINGFIELD, MO.

GRAIN ELEVATOR BUILDERS.

YOUNGLOVE & BOGGESS CO.

ENGINEERS

DESIGNERS AND
BUILDERS OF

Grain Elevators and Flour Mills

MASON CITY, IOWA

If Interested write for Plans and Estimates on your Work.

FIRE & INSURANCE.



Does it make any difference to you whether your new house will be as liable to burn as your old one was, or whether the insurance will be greater or less?

If it does, let us make your plans or build your elevator. Of the 300 elevators built by us none have burned. This we claim is due largely to the fact that they

were designed and built in such a way as to reduce the fire risk to the minimum. We design and build in wood, steel, concrete and combination materials.

BURRELL ENGINEERING & CONSTRUCTION COMPANY (Incorporated)
ENGINEERS

263-265 La Salle Street,

CHICAGO, ILL.

STEEL

Twenty Million

Bushels Capacity
of Our Construc-
tion now in use.

WRITE FOR ESTIMATES

STEEL STORAGE AND
ELEVATOR CONSTRUCTION CO.

BUFFALO, - N. Y.

STORAGE

ELEVATOR SATISFACTION

A Partial List of Houses Built by
Us During the Season 1903

	BUSHELS
Diamond Grain Co., Shipley, Iowa	25,000
" " " Cambridge, Ia.	20,000
" " " Elkhart, "	15,000
" " " Enterprise, "	15,000
Mpls. & Northern, Glenburn, N. D.	30,000
" " " Lansford, "	30,000
" " " Moball, "	30,000
Acme Grain Co., Tower City, N. D.	30,000
" " " Lovell, "	30,000
" " " Elizabeth, "	20,000
Crown Elevator Co., Odessa, Minn.	30,000
" " " Hosmer, S. D.	10,000
" " " Hillsvie, S. D.	10,000
Farmers' Elevator Co., Northwood, N. D.	40,000
" " " Carrington, "	40,000
" " " Blabon, "	30,000
" " " Dawson, Minn.	30,000
" " " Garden City, S. D.	15,000
" " " Nashua, Minn.	15,000
Anchor Grain Co., Mohall, N. D.	30,000
Winter & Ames, Westhope, "	30,000
D. M. Baldwin, Jr., Tower City, N. D.	30,000
W. C. Helm & Co., Hastings, N. D.	20,000
Monarch Elevator Co., Cooperstown, N. D.	25,000
St. Anthony & Dakota, Grove City, Minn.	20,000
L. Schnell, " St. Charles, Minn.	20,000
White Bear Elev. Co., White Bear, Minn.	20,000
Lake Benton Mill Co., Lake Benton, Minn.	20,000
C. C. Mortrude, Eastedge, N. D.	20,000
Bowden Hardware Co., Bowden, N. D.	20,000
G. C. Oelrich, Orange City, Iowa	20,000
W. P. Devereaux & Co., Storden, Minn.	20,000
F. J. Reynolds, Barry, Minn.	20,000
Wohlthet Elevator Co., Elkton, S. D.	15,000
C. G. Ireys, Fessenden, N. D.	10,000

If you want a modern up to date elevator, we can build it for you, and do the work promptly and well.

Correspondence invited.

HONSTAIN, BIRD & CO.

306 Corn Exchange, Minneapolis, Minn.

Bushel Values

Shows at a glance the cost of any number of bushels and fractional pounds, from 1 to 1,500 bushels of any kind of grain, from 15, 16, 17 cents up to \$1.04 per bushel.

Bushels are shown in red figures and values in black. The price per bushel being given at top of value columns.

It is conveniently arranged and easily understood. Printed on good paper and bound in heavy paper cover. Price 50 cents.

GRAIN DEALERS COMPANY

255 La Salle Street, CHICAGO, ILL.

GRAIN ELEVATOR BUILDERS.

SQUARE BIN FIRE PROOF ELEVATORS

A SPECIALTY.
BRICK OR TILE.

We also have facilities for building modern country elevators quickly.

G. T. HONSTAIN

518 Corn Exchange
MINNEAPOLIS, MINN.

Macdonald Engineering Co.,

DESIGNERS AND BUILDERS OF
GRAIN ELEVATORS

Monadnock Bldg. CHICAGO, ILL.

Witherspoon, Englar & Co.

GRAIN ELEVATOR CONSTRUCTION
Steel, Hollow Tile, Concrete or Frame

Monadnock Bldg., CHICAGO, ILL.

John S. Metcalf Co.

ELEVATOR BUILDERS

623 THE TEMPLE

Plans and Specifications a Specialty. CHICAGO

GEO. M. MOULTON & CO.,

Fisher Building, Chicago

GRAIN ELEVATOR CONSTRUCTION

Modern Methods—Best Results
Terminal, Transfer and Cleaning Elevators.

W. L. LOCKWOOD, Winfield, Kansas.
Engineer and Mechanical Expert. Manufacturer of Grain Elevator Machinery and Supplies, Pumps, and Special Machinery of all kinds. Engineering, Superintending and Expert work a specialty. Correspondence Solicited.

NOTE—My SPECIAL ear-corn handling machinery is unexcelled. Ear-Corn Boats, Feeders, Drags and Elevator Heads.

OUR numerous satisfied customers is the best evidence we can offer as to our ability to design and build economical elevators. If you intend to build write us about it and thereby save some money.

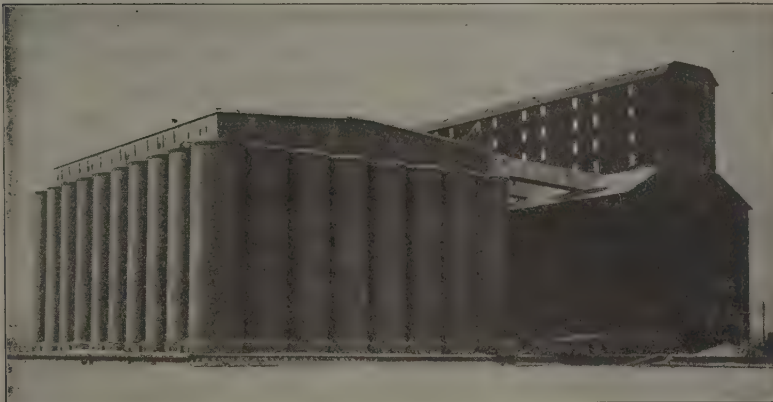
HENDERSON & FRIEDLINE
LAFAYETTE, IND.

THE BARNETT & RECORD CO.

416 CORN EXCHANGE, MINNEAPOLIS, MINN.

General Contractors and Designers of Grain Elevators, Mill Buildings, Docks and Warehouses.

We are prepared to use all of the various kinds of elevator construction, but recommend our special construction known as the Record-Johnson System Patent Fireproof Semi-Porous and Glazed Cellular Tile Grain Storage Construction, covered by the following patents and which we have exclusive control, patents Nos. 664323, 664324, 664325, 692544, 713104.



The following is a partial list of owners and capacity of plants which we have built in the last four years under these patents.

	bushels		bushels
Great Eastern Elevator, Minneapolis,	1,000,000	Northwestern Yeast Co., Chicago,	300,000
St. Anthony Elevator Co.,	2,200,000	Canadian Northern Ry. Co., Port Arthur,	2,500,000
North Star Maltng Co.,	"	David Stott Milling Co., Detroit,	200,000
Victoria Elevator Co.,	500,000	Pabst Brewing Co., Milwaukee,	250,000
Friscio Ry. Elevator, Kansas City,	500,000	Wisconsin Malt & Grain Co., Appleton,	200,000
Memphis Elevator, Kansas City,	300,000	Granite City Maltng Co., Granite City, Ill.,	200,000

We are constructing at the present time under same patents the following list of fire proof plants.

	bushels		bushels
Schlitz Brewing Co., Milwaukee,	550,000	Texas City Imp. Co., Texas City, Tex.,	500,000
Washburn-Crosby Milling Co., Buffalo,	300,000	Millbourne Mills Co., Philadelphia,	200,000
Canadian Northern Ry. Co., Pt. Arthur,	2,500,000		

The following are a few of our largest wood constructed elevators.

	bushels		bushels
Calumet Elevator Chicago,	1,000,000	Maple Leaf Elevator, Kansas City,	1,000,000
Minnesota Annex, Chicago,	1,000,000	Burlington Elevator, St. Louis,	1,000,000
C. M. & St. P. Ry., Itasca,	1,125,000	Grand Trunk Elevator, Portland, Me.,	1,000,000
Belt Line Elevator, Superior,	2,500,000	F. H. Peavey & Co., No. 1,	1,750,000
Superior Terminal,	2,500,000	Interstate Elevator, Minneapolis,	1,000,000
Pittsburg & Western Ry., Fairport, O.,	1,000,000	Texas Pacific Ry. Co., Westwego, La.,	1,000,000
Standard Milling Co., Duluth,	1,000,000	Hoosac Tunnel, Charlestown, Mass.,	1,000,000
Empire Elevator Co., Minneapolis,	2,500,000	And hundreds of smaller houses.	

WRITE US FOR ESTIMATES.

MODERN GRAIN ELEVATORS

Any Style and Capacity
Designed and Built by

L. O. HICKOK

MINNEAPOLIS,

226 Flour Exchange. MINN.

OLSON BROTHERS,
Practical Elevator Builders

and MACHINERY ERECTORS

172 Grand Avenue, Chicago, Ill.

Telephone Monroe 1614.

T. F. COSTELLO **LEONARD WEST**

T. F. COSTELLO & CO.

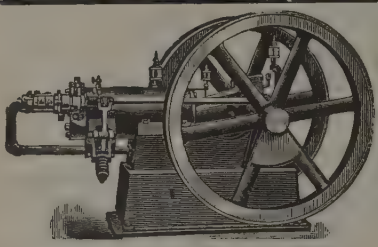
CONTRACTORS & BUILDERS OF

**Grain Elevators
AND
Warehouses**

Plans and Specifications Furnished. Call on or write us.

412 S. Third St., Minneapolis, Minn.

GRAIN ELEVATOR SUPPLIES.



Sole State Agents HOWE Gasoline Engines. Special Agents HOWE Scales.

MANUFACTURERS OF
Elevating, Conveying and Power
Transmitting Machinery.
Complete Equipments for Grain
Elevators a Specialty.

York Foundry and Engine Works
Warehouse; OMAHA, NEBR.
Office and Works: YORK, NEBR.

If You Don't
buy your goods of us
We Both Lose Money
Complete line of
**ELEVATOR MACHINERY AND
SUPPLIES**
H.L.Thornburgh & Co.
Chicago, Ill.

ELEVATOR BUCKETS

The Fuller Patent Steel Bucket is stronger, will carry more and make better delivery than any other.



MADE BY
Cleveland Elevator Bucket Co.,
Cleveland, Ohio.

THE SIDNEY ELEVATOR BUCKET
is double strength and single price.



For description and discount write
RHINEHART SMITH, Sidney, Ohio.

LINK-BELTS**HEADQUARTERS**

Grain Elevator Machinery
Friction Clutch Pulleys
Manilla Rope Transmission
Power Shovels. Car Pullers

WRITE US.

MINNEAPOLIS, MINN.

Co.

**ARE YOU TROUBLED**

*with the dust from your Exhaust Fan?
If so, the*

Hartford Dust Collector

will obviate the nuisance.

Write to Department M for Leaflet M-55.

Blowers, Exhaust Fans, Dust Collecting Systems,
Heating, Drying and Ventilating Systems.

Forced and induced mechanical draft.

THE HARTFORD BLOWER CO.

124 Suffield Street

HARTFORD, CONN.

**TONS to
Dollars and Cents**

Designed primarily for use of Coal and Hay Dealers. This book of tables shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. It is especially adapted for retailers. It is well printed on good paper, and bound in cloth. It has a marginal index. Size of book 4"x8 1/4" inches, 110 pages.

Price \$1.00

GRAIN DEALERS COMPANY
255 LaSalle St. Chicago, Ill.

MIDLAND MACHINERY CO.,**MACHINERY, BELTING AND SUPPLIES FOR
GRAIN ELEVATORS AND FLOUR MILLS**

Power Transmission Machinery of Every Description

We want you to let us quote you prices for the equipment of your new elevator. We think it will pay you. We carry a large stock and make prompt shipments.

Send for our large
Illustrated catalog.
It is FREE.



412 So. 3rd St.

Minneapolis, Minn.



GRAIN ELEVATOR SUPPLIES.

A GRAIN SPOUT

That will load cars
without
shoveling.
It is worth its
weight in gold
It will save you in
labor all it costs in
less than a month.

Send for Prices to
H. SANDMEYER & CO., Peoria, Ill.



There are more Gerber distributing
spouts in use to-day than any
other make, try one and you
will have no other.

Elevator spout- ing a specialty

For Information write

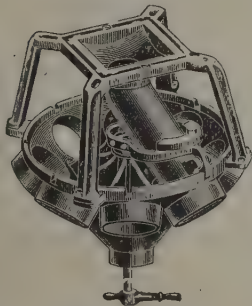
J. J. GERBER

Minneapolis, Minn.



THE HALL SIGNALING DISTRIBUTOR

IS UNIQUE



6 inch, 8 ducts.

NON-MIXING.

Any elevator man, with a mo-
ment's study, can understand for
himself, how grain becomes mixed
in distribution.

It is too simple a proposition to
be deceived by assertions.

If one really wishes to avoid mix-
ture, he will not need to be told,
that all distributors "save only
this," mix grain in distribution.

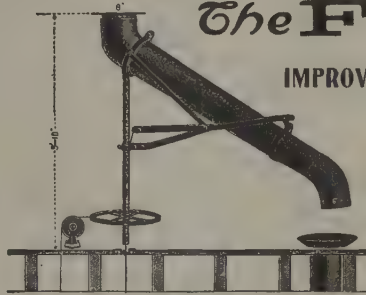
SENT ON TRIAL
SEND FOR BOOKLET

HALL DISTRIBUTOR CO.

222 First Nat. Bank Bldg.

OMAHA, NEB.

The Flour City IMPROVED DISTRIBUTING SPOUT



Combines Strength with Simplicity,
Ease of Operation with Certainty of
Adjustment

Making the Flour City the best distributing
spout on the market to-day. Write to-day to

POND & HASEY CO.

231 Fifth Ave., So.,
MINNEAPOLIS, MINN.

ELEVATOR SUPPLIES

We can equip your elevator
from top to bottom. If you need
a gasoline engine, a grain
cleaner, scales or anything for
your elevator, we have it and
can ship promptly. Get our
catalog now, then tell us your
troubles.

C. D. Holbrook & Co.
MINNEAPOLIS, MINN.

SOLD ENGINE THRU AD.

John H. Doyle, Longview, Ill.:
"Please discontinue my advertisement
in the Grain Dealers Journal, as I
have sold my engine thru the ad., and
could have sold one-half dozen en-
gines if I had them."

FLOUR MILL LOCATIONS

OPENINGS for flour mills, feed mills and
grain elevators are numerous along the
several new lines of the St. Louis & San
Francisco Railroad recently opened to traf-
fic. These lines traverse some of the finest
wheat and corn producing sections of the
Southwest and opportunities for mills are
numerous. The



through its Industrial Department is pre-
pared to furnish full information regarding
desirable flour mill locations.

Send for copy of new handbook of in-
formation entitled "Opportunities."

M. SCHULTER
INDUSTRIAL COMMISSIONER

Frisco Building

ST. LOUIS, MO.

WANT ADS....

in the GRAIN DEALERS JOURNAL make wants known to
everyone connected with the grain trade.

If you desire to buy or rent, sell or lease an elevator or
anything used by grain dealers, try a JOURNAL want ad
twice a month and your want will soon be satisfied.

Moisture

should be removed from your grain before it leaves your elevator. Then you can rest easy as to its condition when it arrives at destination. It is now possible for every country elevator man to dry grain, for the

PERFECTION GRAIN DRIER

is within reach of all and it is practical, too. A postal card request will bring full information.

REFERENCES:

BABCOCK & HOPKINS, Rensselaer, Ind.
CALDWELL, BARR & CO., Earl Park, Ind.
ROSS & ROSS, Chalmers, Ind.

PERFECTION GRAIN DRIER CO.

NOT INCORPORATED

Successors to

TWEEDALE & HARVEY

ROOM 905, 303 DEARBORN ST.
CHICAGO

The unprecedented amount of moisture in the corn crop of 1903 demonstrated most emphatically the merits and deficiencies of various drying devices.

THE HESS GRAIN DRIER

met every requirement, and proved itself an imperative necessity to the corn dealer, as well as a source of great profit. In use everywhere, by progressive grain men. Descriptive booklet for the asking.

HESS WARMING & VENTILATING COMPANY
707 Tacoma Building, Chicago



Read What Users of our Latest Type

Elevator Separators Have to say of Them

KANSAS CITY, Mo., May 14th, 1904.

THE S. HOWES CO.,
Silver Creek, N. Y.

GENTLEMEN:—

We have had your two No. 184 "Eureka" Two-Fan Two-Shoe Counter-Balanced Separators in operation for some time, and find them to be in every way satisfactory. We consider the counter-balancing arrangement a great improvement, as the machines run smoothly, and without jarring or vibration. The aspirations are all that could be desired, and we find the machines to be well and heavily built, and we consider these Cleaners are the best that are made, and are in every respect entirely satisfactory. It was on account of the good work obtained from these machines that we placed our order with you for the Cleaners and Clippers for our New Harlem elevator.

Yours very truly,

HARROUN ELEVATOR COMPANY

(Signed)

Per A. M. Harroun.

The S. Howes Company

"EUREKA" WORKS

SILVER CREEK, N. Y.

Established 1856



SET OF BOOKS FOR GRAIN DEALERS

COMPLETE FOR \$3.50.

A GRAIN RECEIVING BOOK (No. 12 AA).

Grain Register is invaluable to the country grain man and is designed to facilitate the work of keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on sterling ledger paper, and substantially bound in extra heavy binder board with leather back.

A GRAIN SHIPPING BOOK (No. 14 AA).

Sales, Shipments and Returns is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial, Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks. It contains 76 pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper.

GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

GRAIN WANTED.

GRAIN WANTED, car lots; send samples. F. W. Ferguson, N. Bloomfield, O.

WE are always in the market for chicken feed wheat. Send samples. BURNS BROS., Buffalo, N. Y.

WANTED—Alfalfa, Millet, Cane Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

WE solicit your consignments of grain and millfeed. They will have our best care. BURNS BROS., Buffalo, N. Y.

WINTER WHEAT wanted. Quote prices, send samples. Ship Big Four or Pa. R. R., Ansted & Burk Co., Springfield, Ohio.

GRASS AND FIELD seeds wanted. We are always in the market for all varieties. Address the Wm. S. Gilbreath Seed Co., Indianapolis, Ind.

QUOTATIONS wanted on Corn, Oats, Hay and Bran. H. D. Cothran & Co., Rome, Ga. References: R. G. Dun & Co. and First National Bank.

WANTED: Hay, Corn, Oats Bran and Shorts. Correspondence solicited. Send samples; quote delivered prices. D. L. Mark, Broker, Jacksonville, Fla.

PRICES WANTED based on New Orleans delivery on corn, hay, oats and feed of all kinds. Write Covington Wh. & Com. Co., Ltd., Covington, La.

PRICES WANTED ON corn, hay, oats, flour, bran, meal, chops, feed all kinds. Best market south. Send sample. Wire; write. H. G. Smith, Birmingham, Ala.

GRAIN WANTED.

WE WANT several cars good ear corn at once. Can pay good price for good crib corn. Also in the market for shelled corn and hay. Address, Marietta Brokerage Co., Marietta, Ohio.

SEED CORN WANTED. Those having seed corn for sale will find it to their advantage to write us. Send samples and quote prices. The Steele, Briggs Seed Co., Ltd., Toronto, Ont.

RELIABLE SHIPPERS of grain and hay, millers of flour, mill stuff, meal and grits wanted to send samples and wire delivered prices; good demand, reliable buyers. J. Henry Meyer, Augusta, Ga.

A RELIABLE broker with first-class reference would like to correspond with grain dealers who would fill local orders for grain south and east. Address, Broker, Box 10, Grain Dealers Journal, Chicago, Ill.

J. H. KINKEAD, BROKER, solicits the accounts of reliable shippers of Hay, Straw, Grain and Mill Feeds on usual brokerage. All sales made with draft attached to bill of lading, F. O. B., Fairmont, W. Va.

OFF GRADES,
OATS AND WHEAT,
ANY QUANTITY

OR
CONDITION.

SEND SAMPLE AND PRICE.
B. & O. ELEVATOR,
THIRD & W. FRONT STREETS,
CINCINNATI, OHIO.

GRAIN AND SEED FOR SALE.

SEED CORN, clover seed, wheat, corn and oats for sale. Address Kinsey Bros., North Manchester, Ind.

TIMOTHY, CLOVER AND FIELD SEEDS of all kinds; buy or sell. Write us. Ross Seed Co., Louisville, Ky.

FIELD AND GRASS seed for sale. When in need of anything in this line write us. We make prompt delivery. The Wm. S. Gilbreath Seed Co., Indianapolis, Ind.

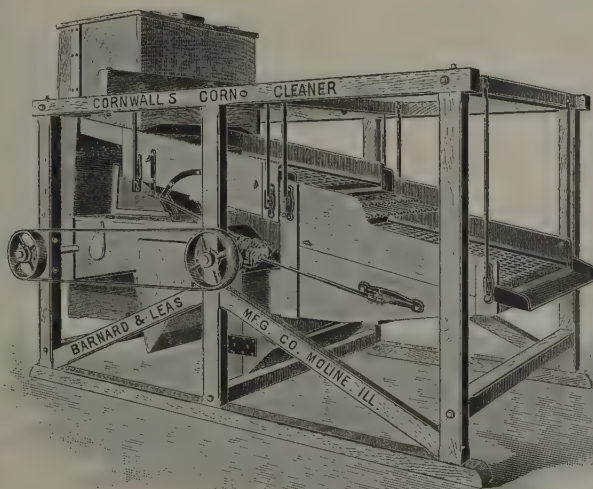
CHOICE FEED BARLEY. Write for sample and price delivered your station for Feed Barley. Just the thing for grinding, and cheaper than corn or oats. Stockbridge Elevator Co., Jackson, Mich.

ALFALFA SEED—We offer the best kinds that grow. Seed is taken from Alfalfa that makes the best growth and best adapted to this country. We sell it more reasonable than others; recleaned seed \$13.50 per cwt. TURKESTAN ALFALFA, the Alfalfa that has proven such a great success on dry arid soils and will withstand more hardships than any other kind. We have the genuine article, recleaned, free from obnoxious weed seeds, for \$16.00 per cwt. Send for samples and send in your order. Catalog is free. Be friendly. Write us. Address A. A. Berry Seed Co., Box No. 105, Clarinda, Iowa.

Results Follow The Ad

We have sold out. Your Journal did it.
McCREA & VLEREBOME, New Holland, Ohio.

Improve Your Grades



This must be done if you want to get the best results from your house.

For this purpose the Cornwall Corn Cleaner has no equal.

It has valuable features possessed by no other Cleaner.

Its patent finger sieve will not clog and will remove the small cob ends and pieces of cob always present in corn cleaned by other machines.

This feature together with the row of steel rods between the two parts of the shaker, over which the corn and cobs must pass, enables the machine to thoroughly clean the corn in one operation.

We also make other Cleaners and a full line of Shellers, while we furnish every thing in the elevator line.

Send for our Circular "C."

Barnard & Leas Mfg. Co.

Builders of Elevators and Elevator Machinery.

Moline, Illinois.

ELEVATORS FOR SALE.

UP-TO-DATE elevators in choice locations. W. A. Thompson, Attica, Ind.

WRITE ME before buying an elevator. Can suit you. T. C. Grady, Maroa, Ill.

WRITE me if in the market for an elevator. C. A. Burks, Elevator Broker, Decatur, Ill.

LIST YOUR ELEVATORS for sale with us, we can sell them quick. Aaron Smick, Decatur, Ill.

GRAIN ELEVATOR for sale. Capacity, 32,000 bushels, at good station in Red River Valley. Address, Geo. Enge, Portland, N. D.

ELEVATOR AND COAL business for sale or will sell half interest; 20,000 capacity, 15,000 crib room. J. M. Groff & Co., Victor, Ia.

ELEVATOR for sale in good grain town in Illinois; 30,000 bu. capacity; gas engine, sheller; all modern machinery. Address Box 205, Bismarck, Ill.

TWO ELEVATORS in good farming section of Northwestern Indiana for sale; price \$10,000. Address Rows, Box 7, care Grain Dealers Journal, Chicago, Ill.

AARON SMICK, Decatur, Ill., has 20 Elevators, for sale or trade, located in Ohio, Ind., Ill. and other states. Write for list. Aaron Smick, Decatur, Ill.

FOR SALE—Best paying elevator. Fruit and potato business in a northern Michigan county seat. Address H. E. S., Box 7, Grain Dealers Journal, Chicago.

IOWA ELEVATOR. I have a good elevator in Iowa surrounded by good grain territory, which will sell cheap. Address, Hawkeye, Box 10, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE—Two elevators located on Santa Fe, west of Wichita in one of the best wheat sections in Kansas. Growing wheat is immense. Address P. O. Box 762, Wichita, Kans.

ELEVATOR in Indiana for sale; capacity 30,000 bushels; crib room 15,000 bushels; modern in every respect; good reason for selling. Address W. E., Box 7, Grain Dealers Journal, Chicago, Ill.

FOR SALE OR EXCHANGE: A grain elevator located in one of the best agricultural sections of Ohio. Good reasons for selling. Will sell cheap. Address, M. A. H. Box 9, Grain Dealers Journal, Chicago, Ill.

N. E. KANSAS ELEVATOR for sale cheap, 20,000 bushel. Gasoline engine, Victor sheller, Cornwall cleaner, forty thousand capacity hopper scale, Boss car-loader. Cash and time or cash and clear land. Address, N. E. K. Box 9, Grain Dealers Journal, Chicago, Ill.

FOR SALE: The business and goodwill of a money-making, track-buying and brokerage firm. A clean, pleasant and profitable business. It will pay you to investigate if you are looking for a good thing in the grain trade. We do the business; good reason for selling. Write for particulars. Address Brown, Box 6, care Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

NEW 10,000 BU. ELEVATOR for sale, or rent. Coal, tile, stone, machinery and lumber; now doing good business; no competition. Address Box 87, Sycamore, Ill.

TWO WELL located Kansas elevators, arranged for shelling, cleaning, sacking, mixing, etc., in transit. Will consider some cash, balance long time. Address Eagle, Box 7, Grain Dealers Journal, Chicago, Ill.

WISCONSIN 25,000 bushel elevator, with machinery for handling grain and making feed; a large established business. Best recommendations. Address Wisconsin, Box 6, care Grain Dealers Journal, Chicago, Ill.

YOU look here for elevators when you want to buy, and owners who desire to sell watch our "Elevators Wanted" columns. If you want all probable sellers to know of your want send word to them by a Journal want ad.

LIST NO. 14 just published contains 85 elevators in the grain belt of Indiana, Ohio, Illinois, Iowa and Minnesota. You will find just what you want in this list. Write for it to-day. C. A. Burks, Elevator Broker, Decatur, Ill.

CLEANING AND HANDLING ELEVATOR for sale or lease. Advantageously located. Modern equipment. Satisfactory terms to proper parties. A snap for somebody. Write us for particulars. Hanna & Leonard, Galveston, Tex.

ELEVATOR FOR SALE in the southern part of Ohio, in good wheat and live stock territory. Latest up to date machinery for handling grain lately installed. Best of reasons for wanting to sell. Address Box No. 154, Middletown, Ohio.

FOR SALE—Modern Iowa elevator with stock business; 20,000 capacity, 40,000 crib room. Might sell lumber and coal business in connection. Good country, business and prospects. Address, Maica, Box 10, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE. 20,000 bu. capacity; almost new; of best construction; everything complete; scales and dump combined; the best farming section in southern Indiana. Price, \$5,000. Direct line to best markets. Address, Lock Box 6, Clifford, Ind.

INDIANA ELEVATOR for sale. New, just completed, good size lot of land, good coal business as well as grain business; stock scales. Situated in central Indiana in good corn and oats country on Big Four railroad. Address Hoosier Box 9, Grain Dealers Journal, Chicago, Ill.

HAVING DECIDED to retire from business the owners offer for sale 23 elevators of good capacity and situated at good paying stations in Minnesota, South Dakota and North Dakota. For full particulars, Address, Line Co., Box 9, Grain Dealers Journal, Chicago, Ill.

ONLY elevator in southern Ohio town, in extensive corn and wheat valley. Storage 40,000 bu.; modern equipped; built three years. Exclusive coal trade. A fine money maker; owner has not time to give it attention. Price \$6,500, part cash. Address Morgan, Box 9, care Grain Dealers Journal, Chicago.

ELEVATORS FOR SALE.

FOR SALE—One new 20,000 bushel elevator in Southern Minnesota and three 15,000 bushel elevators in Iowa. For particulars address Lock Box 314, Luverne, Minn.

ILLINOIS ELEVATOR. I have a modern up-to-date elevator in Central Illinois. Write for full information. Price reasonable. Address, Modern, Box 10, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Exclusive stock and coal business with a 10,000 bushel elevator in good repair in Eastern Kansas in good town. Address Sasnak, Box 8, Grain Dealers Journal, Chicago, Ill.

TWO GRAIN ELEVATORS for sale. Located in central Kansas on the Frisco and Missouri Pacific R. Rs.; wheat prospects good. For particulars address Krow, Box 8, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE: Line of seven stations in Iowa. To one wishing a nice safe business based on average of ten years, they will find this worthy of close investigation. Address Bers, Box 6, care Grain Dealers Journal, Chicago, Ill.

INDIANA ELEVATOR. If you mean business and want a good grain station in Indiana, I have something that will interest you. Write me to-day. Address, Business, Box 10, Grain Dealers Journal, Chicago, Ill.

ELEVATOR AND LUMBER YARD in Central Illinois, modern house, good lumber shed; price \$10,000; stock at invoice. Doing a good business. Address, Yard, Box 10, Grain Dealers Journal, Chicago, Ill.

MODERN ELEVATOR for sale. Well built; equipped for grain, beans and potatoes. Capacity, 6,000 bushels; 6 h. p. gasoline engine; on two railroads. Address, Wool Box 9, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE. Capacity 27,000 bu., car loader, clipper cleaner, 2 dumps. Best grain point in Illinois. Own right of way; good lumber point; one competitor; 8 h. p. gasoline engine. Box 316, Elmwood, Ill.

ELEVATOR FOR SALE in Western Illinois, in good wheat and corn country. Capacity 30,000 bushels, corn sheller, hopper scale and 25 h. p. gasoline engine. Building new and modern in all respects; large territory. A bargain for some one. Address Geo. A. DeLong, Foosland, Ill.

FOR SALE—One of Indiana's best located up-to-date elevator, lumber, coal yard and residence properties. This property is first-class and in good shape all the way through and a money maker. Don't write us, but come look the property over. All correspondence promptly answered. Address W. J. McConnell & Son, Oxford, Ind.

ELEVATOR & GRAIN BUSINESS: Coal bins and coal business together with small farm, town site and one stone building for sale. All on railroad midway between Blackwell and Ponca City, Kay Co., Okla., 9 miles from each town. This is a good live town and my business is a money maker. Good reason for selling. Address Vall, Box 9, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

FOR SALE—A newly equipped elevator in corn and oats belt of Illinois. Handles 225,000 bushels annually; lumber and implements in connection. No competition; good chance to start a bank in connection; \$11,500. Address M. A. F., Box 10, Grain Dealers Journal, Chicago, Ill.

STINSON, MORRISON & CO. have four grain warehouses located on the Frisco Railroad in one of the best grain sections in Okla. Handled 165,000 bu. of wheat and oats last season; houses were built last season. Will sell all for \$2,000, one-third down, balance without interest till harvest and time on balance at reasonable interest. Address E. A. Stinson, Guthrie, Okla.

FOR SALE AT A BARGAIN—Grain elevator, feed, flour and produce business in good Iowa county seat town. Capacity, 15,000 bushels, with dumps for small grain and ear corn; sheller, cleaner and grinder. Ample steam power; two large buildings (one brick) for handling produce and feed; two hundred feet track frontage. Only \$3,500; half can be carried on property if desired. Address, Shipton & Vette, Marengo, Ia.

GRAIN, COAL, LUMBER, ETC. If you are looking for a good grain, coal or lumber business write C. A. Burks, Decatur, Ill., for list No. 14, containing descriptions of 63 elevators for sale, also 45 farms, business blocks, and residences in exchange for mill and elevator property. It being the largest list of elevator properties ever published, no one looking for a location in the grain belt should be without this list. It gives you a complete description of these properties written by an experienced grain man; are written in a manner that will give any one familiar with the grain trade a correct idea of what each party has for sale. Write today; free for the asking. Don't forget the address, C. A. Burks, Elevator Broker, 212 Merchants Exchange, Decatur, Ill.

HAY WANTED.

HAY Consignments solicited. Drafts for 75 per cent of value honored. Prompt returns. R. L. Chenery, Richmond, Va.

HAY AND STRAW WANTED on all roads. Liberal advances on all consignments. W. D. Jones, Buffalo, N. Y.

WANTED 25 cars strictly No. 1 hay; delivered N. Y. & Boston rate point. Please quote price delivered. W. A. Vanderveer, Port Ewen, N. Y.

HAY CONSIGNMENTS solicited. Will honor draft with bill of lading attached for three-fourths value. Prompt returns. S. T. Beveridge & Co., Richmond, Va.

OUR COMMISSION, 50 cents per ton. It will pay you to send for our mkt. report. If you have straw to sell, quote us. E. K. Lemont & Son, 465 Bourse Bldg., Philadelphia, Pa.

YOUR HAY
WILL GET
OUR
BEST SERVICE.
WRITE FOR
MARKET LETTER.
THE GALE BROS. CO.,
CINCINNATI, OHIO.

ELEVATORS WANTED.

WANTED to buy or rent elevator. Address Box 154, Lesterville, S. D.

WANTED to buy elevator in Oklahoma. Address, W. H. Box 9, Grain Dealers Journal, Chicago, Ill.

FROM TWO TO SEVEN elevators wanted; will pay cash. Address Cash, Box 7, care Grain Dealers Journal, Chicago, Ill.

WANTED to buy an elevator; Minnesota or the Dakotas preferred. Address, W. D. M., Box 10, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED handling over 200,000 bushels. Any banking done in town? Address P. I., Box 7, Grain Dealers Journal, Chicago, Ill.

GOOD ELTR. wanted in exc. for a section of fine stock and grain land in southern North Dakota. Union County Investment Co., Elk Point, S. D.

ELEVATOR WANTED in southern part of Minn. or So. Dakota; prefer Rock Island Road. Address W. E. C., Box 9, Grain Dealers Journal, Chicago, Ill.

WANTED at once a good elevator doing a good business, handling 150,000 bushels or over of wheat and corn per season. Address Call Box 82, Thomas, Okla.

ELEVATORS WANTED at good wheat stations on C. H. & D. system or P. & E. division of Big Four. Address W. A., Box 6, care Grain Dealers Journal, Chicago, Ill.

GOOD ELEVATOR in good grain section, wanted in exchange for dwelling and three lots on good corner in the best county seat in Iowa and cash. Send full description of what you have to Jno. R. Wampler, Tipton, Ia.

WANTED to buy an elevator in Minnesota, Iowa, No. or So. Dakota where amount of grain handled in last 5 years equals 75,000 bushels and more for each elevator. On reasonable margin. Address, Lock Box 57, Dawson, Minn.

ELEVATOR WANTED in Iowa or Illinois in exchange for a good farm, located in Palo Alto county, Iowa, valued at \$65.00 per acre; incumbrance \$6,100; will take elevator worth \$3,000, balance cash. Address Box 848 Spencer, Iowa.

WANTED a line of Elevators on either of the following roads: B. & O., Erie or Penn., west of Mansfield, Ohio, with whom we can make arrangements to buy wheat for us on a commission basis. Address, The Hicks Brown Milling Co., Mansfield, Ohio.

LOCATIONS FOR ELEVATORS

Excellent locations
for ELEVATORS
on the Belt
Ry. of Chicago.
(The Inner Belt).
Address,
B. Thomas, Pres.,
Room 13, Dearborn
Station, Chicago.

MILLS FOR SALE.

FOR SALE—A controlling interest or the entire 125 bbl. up-to-date flour mill. Bentley & Bentley, Augusta, Okla.

MILL AND ELEVATOR in good wheat and corn district for sale at a bargain. Pawnee Mill & Elevator Co., Pawnee, Okla.

MODERN FLOURING MILL for sale. Most desirable location, center of rich grain belt; bargain if taken at once. Address C. C. Crouch, La Grange, Mo.

FOR SALE 70 bbl. flour mill. Steam power; running steady; in good wheat country, central Indiana; side track mill. Address Franklin, Malony & Co., Yorktown, Ind.

FOR SALE or rent, flour mill in Crivitz, Marinette Co., Wis. Excellent water power, 5 rollers; new; easy terms. Address, A. G. Veith, Box 806, Milwaukee, Wis.

FLOUR AND CORN roller mill. All-free machinery, on bank Tennessee River, L. & N. and So. Ry. In the fertile Tennessee River Valley. Prices reasonable; easy terms; must sell before June 10th. Address, Florence Milling Co., Inc., Florence, Ala.

FOR SALE—75-barrel sifter mill, all in good shape; suitable for elevator business; good town and large acreage of beans and hay; large warehouse; cost \$11,000; price now \$6,000, or will take parties with capital and experience in elevator business. Address Box 77, Mt. Morris, Mich.

MODERN FLOURING MILL for sale in one of the best wheat sections of Oklahoma; located on the main line of the A. T. & S. F. R. R. Prospects for crops this year are good. This mill was built 4 years ago; is a four story frame structure, in splendid condition with a capacity of 125 bbls. of flour and 100 bbls. of meal per day; building large enough to increase its capacity to 300 bbls. of flour. Write E. A. STINSON, Guthrie, Okla., for full particulars. It will pay you to investigate this proposition.

PARTNERS WANTED.

PARTNER WANTED to take half interest in 8,000 bu. elevator located on two good railroads, nearly new, house doing a good business. Address, W. J., Box 10, Grain Dealers Journal, Chicago, Ill.

PARTNER WANTED in a splendid coal, grain and feed business in central Iowa. Shipments for 1903 170,000, coal 2000 tons. Correspondence solicited. Address, Coal, Box 8, Grain Dealers Journal, Chicago, Ill.

GOOD PARTNER wanted, with ten or fifteen thousand dollars capital to buy half interest in one of the best elevator and wholesale grain businesses west of the Mississippi River. For further particulars address Partner, Box 1, Grain Dealers Journal, Chicago.

The Value

of an "ad" is not measured by
what it costs, but by what it
pays the advertiser.

The Rate for Advertisements in above Departments is 15 cents per line each insertion.

ENGINES FOR SALE.

GASOLINE Engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

FAIRBANKS-MORSE gasoline engine for sale, second hand, 12 h. p. Garfield County Milling Co., Enid, Okla.

ONE STEAM ENGINE, 12 x 24 Slide Valve, for sale. W. S. McKinney & Co., 204 Dearborn St., Chicago, Ill.

VERTICAL GAS ENGINE for sale, 15 h. p. Walter S. McKinney & Co., 204 Dearborn St., Chicago, Ill.

FOOS GASOLINE ENGINE for sale, 5 h. p.; nearly new. Address H. I. Martin, 1719 N St., Lincoln, Neb.

LEWIS GASOLINE engine, 6 h. p., for sale; good condition; used 4 years; price \$150 here. Varney Mfg. Co., Leavenworth, Kan.

FOR SALE—One 35-h. p. White & Middleton Gasoline Engine, in good condition. John R. Lowrey, 12th & Izard Sts., Omaha, Neb.

FAIRBANKS-MORSE gasoline engine, 22 h. p. in good condition for sale at a bargain. Address, W. O. Brackett & Co., Sherman, Tex.

KEROSENE OIL ENGINES are the most satisfactory type. Send for Catalog. Int'l Power Vehicle Co., 381 Dearborn St., Chicago, Ill.

SECOND-HAND Gasoline Engine, 12 h. p., Standard make; will sell cheap on quick cash sale. Address G. S. Crilly, 715 Adams St., Chicago, Ill.

FAIRBANKS-MORSE 54 h. p. Gasoline Engine for sale; run 2 years; will sell cheap. Address F. W. Seele, 408 Chamber of Commerce, St. Louis, Mo.

A BARGAIN if taken soon: One 16 h. p. Leffel engine on skids and one 20 h. p. Hamilton engine on skids. Both in first-class condition. Charles Smith, New Carlisle, O.

OTTO GASOLINE ENGINE, 60 h. p., in first-class condition, for sale; reason for selling, not large enough to run our mill. Address, Macauley-Fien Milling Co., Rochester, N. Y.

GASOLINE ENGINES for sale. Our prices reasonable. All engines warranted for 5 years. You will save from 25 to 50 per cent in fuel consumption with one of our engines. E. G. Hicks Gasoline Engine Co., 206 Nicollet Av., Minneapolis, Minn.

SECOND-HAND GASOLINE Engines at a bargain. One 9 and one 14 h. p. Otto; one 22 h. p. Foos; one 6, one 15 and one 25 h. p. Fairbanks-Morse; one 10 and one 18 h. p. Lewis; one 30 h. p. Webster. Write A. H. McDonald, 36 W. Randolph St., Chicago.

FOR SALE—The following gas and gasoline engines: 60-h. p. Foos; 65-h. p. New Era; 15-h. p. Lambert; 7-h. p. Otto; 5-h. p. Fairbanks; 6-h. p. Webster; 4-h. p. Foos; 3½-h. p. Des Moines; 2½-h. p. Fairbanks. Backus Gas Engine Co., 22 S. Canal St., Chicago, Ill.

ENGINES FOR SALE.

ADVANCE GASOLINE ENGINE, 13-h. p., for sale at \$425.00. If you want the best for the money, try the "Advance". Geo. D. Pohl Mfg. Co., Vernon, N. Y.

GASOLINE ENGINES for sale; practically new.

1 1½-h. p. Fairbanks "Jack of All Trades," \$65.00

1 1½-h. p. Webster, new engine, with torch igniter only, and oil tanks, \$65.00

1 2-h. p. Stover Gasoline Engine, \$60.00

1 3-h. p. Webster Engine, with torch igniter only, \$90.00

1 3-h. p. Webster Self-Contained Engine, with both electric spark and tube, \$100.00

1 3-h. p. Vertical Foos Gasoline Engine, \$75.00

1 4-h. p. Webster-Lewis Gasoline Engine, with torch ignition, \$100.00

1 4-h. p. Webster Vertical Gasoline Engine, \$125.00

1 5-h. p. Webster-Lewis Gasoline Engine, with torch ignition only, \$125.00

1 4-h. p. Davis Gasoline Engine, \$90.00

1 5-h. p. Webster Horizontal Gasoline Engine, \$130.00

1 7-h. p. Foos Gasoline Engine, \$175.00

1 8-h. p. Standard Engine, made at Des Moines; in use about six months, both torch and electric spark, all complete, \$175.00

Address Allen P. Ely & Co., Omaha, Neb.

ENGINES AND BOILERS.

TUBULAR BOILER, 66 x 16, with fronts, in good order, for sale at a bargain. F. G. Ely, Traders Bldg., Chicago.

FOR SALE: One 15 h. p. upright boiler and engine, in excellent condition. Hoerlein, 3151 Cottage Grove Ave., Chicago, Ill.

FOR SALE—A 40 h. p. Atlas boiler, almost new, and a 35 h. p. Atlas engine. Wellington Milling & Elevator Co., Wellington, Kans.

COMPLETE STEAM OUTFIT for sale: 42 h. p. boiler, 35 h. p. engine, also 25 h. p. portable. These outfits are in good condition and can be seen running. Will sell cheap; for particulars and price write Rhinehart Smith, Sidney, O.

FOR SALE CHEAP—A 75 h. p. steam plant. One 60 in. x 14 ft. Atlas boiler, 3½ in. flues; one 10 and 14x20 Atlas tandem compound automatic engine; one Brownell open heater, and one Dean Bros. boiler feed pump. All in good order; can be seen running every day. I want to sell this plant for delivery June 1st; will sell as a whole plant, or will split it up. Address J. H. Cline, Concordia, Kans.

OUR COMPLETE STEAM PLANT, consisting of 10x30 Reynolds Corliss Engine and 80-h. p. boiler, complete with grate bars and front; a No. 6 Stillwell Water Heater and Purifier; a No. 3 Dean Steam Pump for feeding boiler. Plant is now in operation; possession about May 1, 1904, as we want to replace same with a larger plant. For prices and further information, write Dodge Milling & Grain Co., Dodge, Neb.

MACHINES FOR SALE.

BARNARD & LEAS Cleaner, No. 3, for sale cheap. F. G. Ely, Traders Bldg., Chicago.

FOR SALE CHEAP—Two Barnard & Leas Dustless separators. Address, Harris, Scotten Co., Burlington, Ia.

FOR SALE—One 6 inch steel conveyor 18 feet long; good as new; cheap. Address, A. H. Richner, Crawfordsville, Ind.

SPECIAL BARGAINS in second-hand machinery. Write for Circular No. 20. We may have what you want or know where to get it. A. S. Garman & Sons, Akron, Ohio.

THREE MONITOR Oat Clippers for sale, capacity 1,000 per hour. Two Pease Separators, capacity 800 bushels per hour. Above in fairly good condition. Milwaukee Elevator Co., Milwaukee, Wis.

FOR SALE—One No. 4 Oat Clipper and one No. 4 Barley Scourer. Both machines Barnard & Leas make. Sold cheap if taken at once. For particulars address Stockdale & Reimers, Morrison, Iowa.

BELT FASTENER. Something new. Quickly adjusted; holds belt tight; can be used over and over again; saves all bother, worry and trouble. Good commission for selling. For particulars address W. A. Nutt, Urbana, Ohio.

MISCELLANEOUS FOR SALE.

TILE MILL with all equipments complete for sale; also engine and boiler. All in good repair. For particulars call on or address M. M. Kennedy, Oxford, Ind.

FOR SALE OR RENT, a double store brick building in best farming country of Wisconsin; business connected with grain elevator, cheese factory and post office. Address E. P. Neuens, Fredonia, Wis.

FEED STORE for sale; feed mill and feed barn in connection. I have a good business in one of the best fruit regions in the state and it is a money maker. Sickness, the reason for selling. W. R. Konkle, Muskegon Heights, Mich.

THE EVANS controllable wagon dump for sale; can be used with or without dump scales; absolute safety, control, great strength, durability; try our dump; if not the best after 30 days' trial, return it to Moulton & Evans, 909 E. 18th St., Minneapolis, Minn.

FOR SALE:

One 4 h. p. Howe gasoline engine,
One Howe hopper scale,
One No. 7 clipper seed mill,
Also one stand elevators with shafting and pulleys. Address, Elmer Stout, Galion, Ohio.

FOR SALE.

1 700 bu. Fairbanks Hopper Scale.
1 60 bu. Fairbanks Hopper Scale.
1 10 h. p. Vertical Steam Engine.
1 15 h. p. Atlas Steam Engine.
1 20 h. p. Steam Engine.
1 35 h. p. Steam Engine.
1 20 h. p. Upright Steam Boiler.
1 25 h. p. Upright Steam Boiler.
1 35 h. p. Horizontal Boiler.
1 50 h. p. Horizontal Boiler.
1 12 h. p. Scientific Grinding mill.
The E. E. Hollister Co., Quincy, Ill.

SITUATIONS WANTED.

POSITION WANTED as buyer for some grain firm to run elevator. Seven years experience. Address Lock Box 15, Breda, Iowa.

FIRST-CLASS MAN wants position as manager of elevator; best of references; 16 years experience. Address, A. H. Walls, Ridgefarm, Ill.

YOUNG MAN desires position as bookkeeper or general office man with grain firm. References. Address A. D. Morris, Wadena, Ind.

COMPETENT man wants position as manager of grain, lumber, coal and hay business in small town; good references. Address, Box 84, Alburnett, Ia.

SITUATION WANTED to run elevator; 7 years experience; good judge of grain; highest references. O. C. F. Box 9, Grain Dealers Journal, Chicago.

POSITION WANTED as buyer for line eltr. co.; 8 years experience; will work reasonable to start; best references. State wages. Address Box 515, Sibley, Ia.

POSITION WANTED by active young man; three years experience, line of grain elevators; good bookkeeper. Address Bookkeeper, 419 4th St., Columbus, Ind.

POSITION WANTED as solicitor for grain firm or buyer on track for cash grain house. Best of reference. Address Solicitor Box 9, Grain Dealers Journal, Chicago, Ill.

FIRST CLASS man wishes a position as manager of country elevator. Can furnish first-class references. Address, Worker, Box 10, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED in elevator by experienced, sober, industrious man. 10 years experience with machinery and steam power; best of references. Address Box 76, Sidney, Ia.

POSITION WANTED as manager or assistant manager of a large grain business, with a view to buying an interest. Address, B. R. Box 9, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of country elevator by a married man with eight years experience in grain, seed and coal business; also two years experience in lumber business. Prefer Ohio or Indiana. Address Box 85, London, Ohio.

POSITION WANTED as manager of foreman in a country elevator; eight years' experience; can fill any place; can do your repair work; understand gasoline engine; a No. 1 all-around hand man; best of references. Address John F. Barnett, Indianola, Ill.

POSITION WANTED as manager of country elevator. Experienced; 31 years old and married; by faithfulness have worked my way from bottom to top; good bookkeeper. Grain dealers and bankers for references. Address, Manager, Box 10, Grain Dealers Journal, Chicago, Ill.

MACHINES WANTED.

WANTED—One second-hand stand of elevators, complete, 12 to 16 inches. J. M. Hornung, Greensburg, Ind.

HELP WANTED.

TRAVELING SOLICITOR wanted who is acquainted with Southwestern trade. Address, Okla., Box 10, Grain Dealers Journal, Chicago, Ill.

SUPERINTENDENT WANTED for transfer elevator; one familiar with northwestern grain. Give full particulars. Address, Rialto, Box 10, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED BOOKKEEPER for responsible grain firm who can furnish \$10,000 for use in the business, properly secured. Good deal for right man. References exchanged. Address Responsible, Box 8, Grain Dealers Journal, Chicago, Ill.

STENOGRAPHER AND BOOK-KEEPER WANTED for grain office; must be clean, reliable, and experienced in grain book-work. Wages \$60 to the right man. Address, stating age and experience, James Bell & Son, David City, Neb.

MAN CAPABLE and experienced, gasoline engine and elevator machinery, take full charge and operate machine, transfer grain for Ry. Co. Must buy interest, \$500 to \$1000; furnish reference. Address G. N. Consley, Agent, Room 3, Gibraltar Bldg., Kansas City, Mo.

EXPERIENCED MAN WANTED to buy hay for a large wholesale feed company. Must be energetic and now holding a position in a similar business. Good salary and prospects for advancement. In replying give age, experience and references. Address, Hay, Box 8, Grain Dealers Journal, Chicago.

MISCELLANEOUS.

GRAIN BAGS for rent from 100 to 100,000. For rates write Foell & Co., 123 Market St., St. Louis, Mo.

WOOL WANTED. I am in the market for Ohio, Indiana and Kentucky wools in large or small lots. State quantity, grade and price, f. o. b. Address L. Simonton, Lebanon, O.

SCALES FOR SALE.

SCALES for elevators and mills; lowest prices. Chicago Scale Co., Chicago.

ONE SECOND-HAND set of four ton standard Fairbanks dump scales for sale. Garfield County Milling Co., Enid, Okla.

SECOND-HAND SCALES in first condition for sale cheap. Standard Scale & Foundry Co., 22nd & Wyandotte Sts., Kansas City, Mo.

NEW AND SECOND HAND Railroad Track, Hopper and Wagon Scales for sale. Give us a trial. We will save you money. Beckman Brs., Des Moines, Ia.

TWO SECOND-HAND 42 ft. Standard R. R. track scales; thoroughly overhauled and resealed and guaranteed to give perfect service. Des Moines Scale & Mfg. Co., Des Moines, Iowa.

FOR SALE—30 sets of 42,000-pound Fairbanks-Morse Compound Beam Hopper Scales, as good as new. Can furnish framing timbers with these scales. Prices on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

ELEVATOR SCALES—We make a specialty of wagon, portable, platform, dormant, hopper and warehouse scales. Send for our latest catalog of elevator scales. Osgood Scale Co., 305 Central St., Binghamton, N. Y.

SCALES FOR SALE.

1 600-bushel Fairbanks Hopper Scale, compound beam, and levers to bring beam below, \$125.00
1 6-ton Howe Wagon Scale, with 8x14 platform, \$60.00
1 6-ton Howe Wagon Scale, with 8x22 platform, \$65.00
1 6-ton Buffalo Wagon Scale, with platform 7x20, \$55.00
1 4-ton Buffalo Wagon Scale, with platform 7x14, \$50.00
1 2-qt. Fairbanks Grain Tester, \$6.00
All of the above are thoroughly re-fitted.
Address Allen P. Ely & Co., Omaha, Neb.

GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

190

Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

Name of firm.....

Capacity of Elevator..... Post Office.....

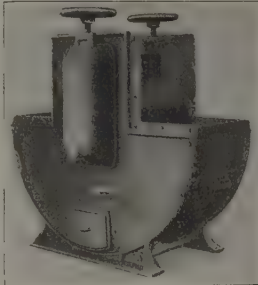
.....bus. State.....

The Rate for Advertisements in above Departments is 15 cents per line each insertion.

The reputation of the "S-A" line of

Grain Handling Machinery

reaches from Maine to California and Ontario to Louisiana. We make a full line of machinery for



Bucket Elevators
Belt Conveyors
Chain Conveyors
Screw Conveyors
Manila Rope Transmission
Shafting, Pulleys, Hangers
Etc., Etc.

SEND FOR CATALOG—GET OUR PRICES

STEPHENS-ADAMSON MFG. CO.

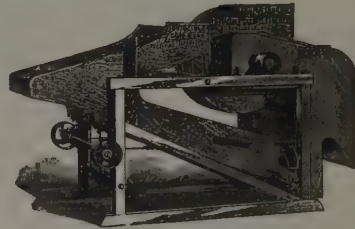
Office and Works: 202 to 246 Ridgway St., AURORA, ILL.

AGENCIES:

Kansas City, Mo. Gustin-Boyer Supply Co.
San Francisco, Cal. California Engineering & Construction Co.
Spokane, Wash. Bradley Engineering & Machinery Co.
Memphis, Tenn. R. N. Erion
Nashville, Tenn. Schuyler & Oswald
Salt Lake City, Utah. Utah Mining Machinery & Supply Co.
Seattle, Wash. Caldwell Bros. Co.
Butte, Mont. Western Mining Supply Co.
Montreal, Can. Peacock Bros.

CLEAN CORN

and clean it well if you wish to raise your grades. Corn always grades at the most discriminating markets when the INVINCIBLE CORN and COB SEPARATOR and CLEANER is used. Have you one in your elevator?



This machine will accomplish what is claimed for it. It will perfectly separate the cobs and pieces of cobs as the product comes from the sheller and fit the corn ready for market. Send for our catalog.

Invincible Grain Cleaner Co.

Silver Creek, N. Y.

REPRESENTED BY

W. J. Scott, 604 Traders Bldg., Chicago, Ill.
Edw. A. Ordway, 512 Exchange Bldg., Kansas City, Mo.
Chas. H. Scott, Nicollet Hotel, Minneapolis, Minn.
J. N. Bacon, Balchorne Block, Indianapolis, Ind.



THE MONITOR SCHOOL

Lessons on Monitor Seed Cleaners

Grains used for seed purposes must be cleaned and separated most thoroughly. Our Monitor Seed Separator is especially designed for this purpose. It has adjustable screens that permit of its use on many varieties of grains, and perfectly controlled air separations that work with wonderful accuracy and efficiency on all varying lines.

Let us send you our special folder describing this machine. At the same time we'll be pleased to tell you about Monitor Elevator and Warehouse Separators, Flax Cleaners, Barley Cleaners, Oat Clippers, etc.

HUNTLEY MFG. CO., Silver Creek, N. Y.

Branch Offices
302 Traders Building, Chicago, Ill.—F. M. Smith, Manager.
418 Third St., So. Minneapolis, Minn.—A. F. Schuler, Manager.
121 Front St., New York, N. Y.—J. W. Perrine, Manager.
221 Mission St., San Francisco, Cal.—F. D. Wolfrom, Manager.



GRAIN DEALERS JOURNAL

Published on the
10th and 25th of Each Month

BY THE

GRAIN DEALERS COMPANY

255 La Salle Street,
CHICAGO, ILL.

CHARLES S. CLARK, Manager.

Subscription Rates

To United States, Canada and Mexico
One Year \$1.50; Six Months 75cents; Single
Copies 10 cents.

To Foreign Countries within the Postal
Union, postage prepaid, \$2.00 per year.

A Red Wrapper on your Journal means
your subscription has expired.

Advertising Rates

furnished on application. The advertising
value of the Grain Dealers Journal as a
medium for reaching the grain dealers and
elevator men of the country is unquestioned.
The character and number of advertise-
ments in its columns tell of its worth.

Letters

on subjects of interest to those engaged in
the grain trade, and trade news items are
always welcome.

Entered at Chicago, Ill., Post Office as
Second Class Matter.

CHICAGO, ILL., MAY 25, 1904.

OVERDRAFTS may please the shipper but never delight the receiver. Neither do they ever bring profit to the shipper.

THE time of the annual meeting of the Illinois Grain Dealers Assn. has been changed. All sessions will be held on June 15.

TEST your scales carefully and thoroughly and make sure that they are in perfect working order before the new crop begins to move. It will save you money and may win you new customers.

IOWA bankers are to be commended for their movement inaugurated recently to protect their business from bucket shop gambling. The more influential factors working to eradicate this evil the sooner may the country expect relief.

MACARONI WHEAT seems to be gaining in relative value as compared with No. 2 Northern in northwestern markets. In fact, it has cut last year's difference of 20 cts. right in two. Evidently it has found a market or is doing so.

DEALERS who discriminate sharply against poor and inferior grain brought to their elevators by the farmers, encourage the farmers of their district not only to improve their seed grain, but to exercise greater care in the gathering of their crops.

PLUGGED LOADS always make trouble for recipients and generally prove very expensive for the loaders. The shipper who establishes a reputation for consigning plugged loads generally pays dearly for the reputation. Careful buyers will not even bid on his stuff.

STOCK fire insurance companies are making a great kick because of the inroads made in their business by the mutuals in Illinois. This should be encouraging to the elevator men of the country who have suffered so much from the greed of the stock companies.

CLEVELAND oil fakers are still sending letters to grain dealers offering to dispose of a half barrel of extra fine lard oil and a half barrel of extra machine oil at near-by stations at any old price; but, judging from the number of letters that are forwarded to us by grain dealers, most of these offers to sacrifice are turned down.

THE PRESIDENT of a get-rich-quick concern at St. Louis has been sentenced to serve 18 months in the penitentiary for using the mails to defraud. At the same time one cannot pick up a country daily without finding the advertisements of many other fakers of the same character who are seeking to swindle suckers by interesting them in what they call speculation.

THE PROMOTERS of farmers' co-operative companies in the Northwest insist that the government should instruct growers how to market their crops. If the government should ever undertake such a work it would prove itself a perfect fool and every grain grower will so express himself at frequent intervals until all cease heeding the government's instructions.

THE GRAIN rate war between western railroads is ended and shippers whose business demands staple rates are glad. The day will come when carriers will be required to establish and maintain rates. A summer and a winter schedule might be justified by the conditions, existing in some territory but not everywhere. The shipping public is entitled to stable rates. Frequent fluctuations do not bring profit to carriers.

A FEATURE of grain dealers' meetings which seems to be gaining popular favor is the attendance of grain dealers' wives. The ladies enjoy the outing and the dealers enjoy the trip all the more. This is to be one of the attractive features of the annual meeting of the National Assn., where a large committee of Milwaukee dames is already at work preparing interesting entertainments for the wives of grain dealers who will be so fortunate as to attend.

ELEVATORS are to be tried in handling the rice crops of the Gulf states, and if the experiment proves a success, as there seems every reason to believe it will, modern grain elevators will soon be as thick in the rice belt as in the spring wheat section today. The business has been handled in a careless, slipshod, very expensive manner and without any effort whatever at systematizing or simplifying the handling of rice as it comes from the field.

OVERLOADING CARS, with the result that the shipment is unduly delayed in transit or held up in a repair yard, causes an expense which must invariably be charged to the shipper. Occasionally cars are wrecked by reason of their being overloaded and shippers are called upon to pay the damage to rolling stock, as well as bear the loss of their own grain. Cars are so plentiful at present that no

shipper can afford to multiply the hazards of his business by loading a car in excess of its marked capacity.

LAKE CARRIERS have not yet moved any grain, notwithstanding the fact that the lakes have been open to navigation nearly a month. The unions have succeeded in tying up lake craft in their hopeless strike, and will no doubt cause much inconvenience to would-be shippers until they see the wisdom of abandoning their unreasonable contention. In the meantime some grain is going east by rail, not, however, in sufficient quantities to accumulate any surplus stocks in the hands of eastern consumers. Even tho the strike is soon settled, the movement of grain via lake routes is sure to be the lightest in many years.

REPORTING grain cars that are unfit for the reception of grain to freight traffic managers is sure to be encouraged by the railroad companies. Carriers are not interested in forcing unnecessary losses upon their shippers and most of the traffic men will thank shippers for any information which will assist the company in detecting flaws in its grain carrying facilities. Cars found leaking en route should also be reported, whether the dealer is interested in its contents or not. His grain may be the next to leak out thru the same holes and the carriers will be out the cost of the grain, as well as the freight on that not delivered at destination.

THE REAL advance in assn. work during recent years is very apparent to any close reader who will peruse our account of the annual meeting of the Iowa Assn. The reports of the Pres. and Secy. indicate a clear policy, which, if carried out, must prove beneficial, not only to those engaged in the grain business of the Hawkeye state, but to the state itself and its merchants as well as the grain producers. The advanced position of the Iowa Assn. is far beyond the aspirations of those who started it four years ago. It has made a peculiar place for itself and proved of far more benefit than what was thot possible.

CHICAGO will soon have an official Board of Trade sampling department and work of this character will be conducted under the supervision of the Board of Trade by men whose work will be above reproach. The Board will, of course, be responsible for careful and conscientious work, and samples sent out as average samples of shipments made can be depended upon to represent the true character of the grain. It seems probable that the department will serve the trade in other ways than the furnishing of reliable samples. The extension of the work of the department to sampling in as well as out grain will have a tendency to reduce the great variation between in and out inspection as conducted by the state politicians. Placing the work in responsible hands is also likely to result in other reforms as well as systematizing and facilitating the work of sampling shipments. It is gratifying to know that other markets are watching Chicago's experiment and as soon as they are assured of its success—as they will be—they will also establish sampling departments. The sampling department properly organized and carefully managed is sure to result in eliminating many of the trials and tribulations which have burdened the trade at terminal markets.

Annual Meeting Iowa Grain Dealers Ass'n

The fourth annual meeting of the Iowa Grain Dealers Assn. was held in Commercial Hall, Des Moines. Pres. King called the first session to order at 2 p. m., May 17, and spoke as follows:

President's Address

Gentlemen:

Another year has passed and we are assembled in our fourth annual meeting. In taking a retrospective view of the Iowa Grain Dealers Assn. do we discover achievements accomplished during the four years of our existence as an asso. of sufficient benefit and importance to constitute a satisfactory result of the efforts and money expended? The answer must be undoubtedly and positively in the affirmative. It seems safe to say that all of the members agree with me in that conclusion, for the reason that our membership has continued to increase during the past year and there is not one dollar of delinquent dues or assessments against any member of the Assn. While the amount necessary to be paid by each member is not large, it would not be promptly and cheerfully paid unless it could be seen that the money so paid is a good investment.

In the beginning of our Assn. work a considerable number of the members appeared to believe that unless some objectionable condition existed in their immediate locality which was greatly detrimental to them individually, and that such condition was removed by the influence of the asso., they were receiving no real benefit from the organization, and consequently had serious doubts about the advisability of contributing time and money to its support. However, as the work has progressed and it is made manifest to all that the considerable improvement in many conditions affecting the grain trade in a general way is of larger benefit to each dealer, the conclusion is reached that there were more important matters affecting the grain trade to the detriment of those engaged in it, than were local troubles. Besides it is becoming more evident as time passes, that the removal of the larger difficulties, and the correction of the more important bad methods and conditions, has a marked influence on eradicating the lesser and more local difficulties.

At the time the Assn. was organized we had in mind such matters as affected each of us personally.

The horizon of our vision was limited as applied to the grain trade, but as we progress in the work we have a wider range of view. The first thought was more especially of local matters. Now we have taken into consideration matters of a wider scope. As our work has been broadened our influence for good has increased and the benefits to our membership have become greater.

At the time of our organization there was adopted as defining the objects of this Assn. the following article:

"The object of the Assn. shall be the protection of its members from unfair treatment, the establishment of uniform lawful rules to be observed by the members, and the promotion of friendly relations between the legitimate dealers of the state."

The objects therein named are sufficient for the basis of a large and beneficial work, but it now seems wise to go beyond that definition, to broaden the scope of our efforts in the hope that they may result in benefit to ourselves and to others. The endeavor to promote friendly relations between the dealers has succeeded beyond the expectations of the most sanguine. The friendships renewed and the acquaintances made by the dealers with others have been exceedingly pleasant and quite profitable. Much of the bickering and I might say animosity of former days has been eliminated from the trade, making the conduct of the business far pleasanter and more enjoyable. The purpose to protect our members from unfair treatment has resulted in many instances in much good locally, and through the efforts of this organization, and partly in connection with other associations, has caused the discontinuance of many, and a decided

improvement in other objectionable methods at terminal markets.

Numerous rules and regulations have been adopted by the trade so that the business is being transacted on a more nearly uniform basis than ever before. So that the objects of the Assn. as declared at the time of the organization are quite largely realized. But in order that we may continue to enjoy the fruits of our labors heretofore done it is necessary that the vigilance be not abated.

At the same time, the effect of the Assn. work already done has placed many matters in which the trade is concerned in such shape that some attention may be given to other things. By the influence of this and other associations the grain trade has been raised to a higher plane, objectionable conditions and methods that were accepted as a matter of course in recent years, would now cause great surprise if countenanced or practiced by a member of an asso. While it is true that conditions pertaining to the grain trade are not yet perfect, (that would be too much to expect), they are greatly improved and it is a matter for congratulation that asso. work has accomplished so much in this direction.

In addition to the attainment in such large degree of the declared objects of our Assn., efforts have been put forth in other directions for the benefit of the trade and in some instances for the benefit of those not engaged in buying and selling grain.

We have during the past year taken an active interest in our endeavor to improve the quality and increase the yield per acre of the grain to be raised in Iowa. We became greatly interested in this project because upon investigation we found that on a large part of the acreage planted to corn in this state, the yield is much less than it should be, less than it will be if reasonable care is used in the planting, cultivation and the selection of seed; also that the quality is not nearly as good as it may be if more attention is given to the kind of corn used for seed. We found that the yield and quality of corn grown in this state as compared with other surplus corn producing states, is not in favor of Iowa. We further learned that the yield of other grains in Iowa is less than it ought to be and less than it will be if greater care is exercised in the selection and preparation of the seed and cultivation of the land.

Iowa has soil, climate and conditions equal to any state for the production of grain, and the farmers can be sufficiently interested to induce them to make an earnest endeavor to increase the yield and improve the quality of the grain raised, they will be greatly benefited financially and all the people of the state will receive some benefit from the additional value of our agricultural products.

There can be no question about great good resulting from the agitation of this matter and a systematic dissemination of information regarding the best methods of increasing the products of the farm, because it must be admitted that there is room for a considerable per cent of increase in yield and improvement in the quality. We have caused to be distributed for use this season a large amount of improved seed corn in small lots, nearly a thousand farmers having been supplied with it at the expense of the members of this Assn.

The railroads are becoming very much interested in this matter and are taking an active part in promoting the good work. The agitation of this question and the efforts already put forth will bear good fruit, if the general interest manifested may be taken as an indication. But the movement has only begun. It is of sufficient importance to be worthy of all the energy and force we can give it.

Grain dealers are in closer touch with the farmers than any other class of business men and for that reason are better situated to render valuable assistance in carrying forward this important work. I urge upon every member of this Assn. to make the best effort possible to impress upon the farmers in his locality the importance and reasonableness of an endeavor to increase the yield and improve the quality of the grain.

If through the instrumentality of our Assn. we can give aid to the endeavor to increase the value of the agricultural products of Iowa, and thus help to increase the prosperity of the people, the organization of this Assn. will not have been in vain, should that be the only accomplishment.

At our last annual meeting, a considerable part of the time was taken up with a lecture on corn, which was then unanimously decided as being very instructive and entertaining.

At this meeting further information will be given us on that subject by Prof. Holden, and we will also have the pleasure of listening to an able discourse on the subject of "Small Grain Culture" by Prof. Olin. These gentlemen are not paper farmers. They are in the full sense practical, having acquired information on these subjects by personal application and experience. The people of the state are indeed fortunate in having such able and reliable instructors on these important subjects.

There is an old adage that "It takes two to make a bargain." That is true in the grain business. There must be a seller and a buyer to consummate a trade in grain. As local grain dealers we are buyers. The farmers are the sellers. The view point of the farmer and the dealer are at variance, each considers the price from his own standpoint. A price that is high for the dealer to pay may be regarded by the farmer as a very low price. We are to be greatly favored by an address on the subject of "Selling Grain on its Merits" by Mr. Henry Wallace, from the standpoint of the farmer. The name of Mr. Wallace is a sufficient guarantee that the address on that subject will be not only entertaining but instructive as well.

The question of scales is one of great importance in the grain business. We are all familiar with the discussions among the farmers in regard to the grain dealers' scales. Not always in complimentary terms regarding the dealer. Much of the criticism indulged in is without reason. Some of it is warranted because the dealers are not all fully informed in regard to scales and occasionally one is more careless as to the condition of his scales than he should be. The condition of the scale used and that it shall indicate correct weight is one of the most, I may say the most important factor in the business of a grain dealer.

Mr. H. A. Foss and his expert assistant understand all about the proper construction and reliable means of testing scales. We are to be especially favored by the privilege of having an able and comprehensive talk on that subject, and witnessing his demonstration of the workings of scales. I am sure that the discussion on scales will amply repay all who hear it for the time and expense of attending this meeting.

We are under obligations to Mr. Sage for accepting our invitation to lecture on crop and weather reports. I violate no confidence, however, in saying that the grain dealers in attendance fully expect that he will apologize to us for the very unseasonable weather he gave us during the last two seasons causing such short crops in Iowa, and that he will promise to do better this year.

I have referred to the subjects treated of at this meeting partly for the purpose of calling attention to their character. All the time of the afternoon and evening meetings of to-day is to be used in the consideration of questions in which the public, more particularly the farmer, is as much interested as are the grain dealers.

The program was so arranged because it was desired that the topics presented for discussion might be of general interest, with the hope that a better understanding of these subjects may result in increasing the welfare of the whole people.

Our interests are closely allied with those of the farmer. The success of the farmers of the state affects in a considerable degree the interests of all the people of Iowa, from which it is plain that whatever we as an Assn. may be able to accomplish in enhancing the agricultural interests will be a public benefit.

The policy of this Assn. has been from the beginning and is now, to conduct its affairs in such a liberal and unselfish manner that no part of the people shall have cause to view our work with suspicion, or to fear that we have designs on others.

Much has been done by this organization resulting in benefit to our patrons and we stand ready to insist upon all reforms that may be for the best interest of the grain dealers of Iowa and those with whom they

have dealings. We stand for reasonable profits only, and will use the influence of the Asso. against any member who unfairly treats his customers.

Our meetings are open to the public. It is our hope that we may so conduct our affairs as to be worthy of the confidence of the people and enjoy the satisfaction of having profited others while benefiting ourselves.

Mr. King: We have next on the program an address by Henry Wallace, Editor of Wallace's Farmer.

Mr. Wallace delivered an address on Selling Grain on Its Merits.

Pres. King: The next on the program is a paper by Mr. Foss, Chief Weighmaster of Chicago.

Mr. Foss read a paper.

[During the course of the reading of this paper Mr. Foss stopped long enough to allow Mr. J. A. Schmitz of the Chicago Weighing Department to demonstrate a test of the weight of a track scale, with forty 50-pound weights. In this test Mr. Schmitz used a miniature of a grain car and track scale, with forty weights, proportionately with the size of the model of the car, of 50 pounds each. Great interest was manifested in this test.]

Mr. President and Gentlemen:

Scale Testing.

It is strange that scale-testing has been so little discussed at meetings of grain dealers. Such neglect is but a sign of the fact that men who clean their guns and grease their wagons, expect scales to take care of themselves.

All scales should be tested as often as possible, and at least twice during the busy season, by a proficient scaleman, with sufficient weights.

I have frequently asked shippers if their scales had been recently tested and in many cases have received the reply that they tested their scales every morning by balancing them and that they knew they were correct for that reason. This is like blowing through a gun barrel to see if it is clean, for it is impossible to tell from the action of a scale, even if it does balance, that it is weighing correctly, as there are very few conditions that will prevent a scale from balancing, although the weights arrived at may be anything but correct.

Years ago, even balance scales, which consist of but one lever, were universally used, but the demand for a scale of larger capacity made it necessary to construct a scale consisting of a series of multiplying levers; hence, the modern, compound lever scales. Now the even balance scale re-

quires weights equal to the amount to be weighed, while in the compound lever scale, the leverage is so great that it takes a weight of but a small fraction of the amount to be weighed. For instance, in many of our hopper scales, this multiplication is so large that but one pound on the hanger will balance a thousand pounds in the hopper, while on some track scales one pound will balance 6,000 pounds. In view of these facts, it is obvious that compound lever scales must be frequently and properly tested.

This use of multiplying levers has made it possible to increase the size and capacity of scales to such an extent, that it is not practical to test them to their full capacity with test weights. However, enough weights must be used to show any variation, for if a scale is out of adjustment, the variation would not be perceptible with a small amount of weights. The larger the scale, the more it takes to turn the beam and the more difficult it is to see the variation on any given weight. For instance, suppose we start with a scale empty and balanced and put on 1,000 pounds of test weights. Now suppose it is necessary, in order to balance the scale thus loaded, to slide the beam weight to the 1,006 pound mark instead of the 1,000 pound mark, at which point the beam would rest if the scale were working properly. Here we would have an error of 6 pounds to the 1,000 pounds and yet if we had used a 50 pound test weight instead of 1,000 pounds, the variation would have been only one-quarter of a pound and would not have been detected. For this reason, it is necessary to test large scales with a large amount of weights in order to obtain accuracy. Four ton scales should be tested with not less than 1,000 pounds of weights, while on track and large hopper scales, at least 4,000 pounds should be used.

Since it is not practical to use test weights to the full capacity of a scale, some substitute must be used in addition to the test weights to bring the maximum strain on the levers. Hence, scales must be tested when loaded as well as empty.

First of all, in testing a scale balance it to a center beam, then place the test weights carefully on the scale and weigh. Repeat this with the scale loaded to its full capacity, each time noting the variation, if any, and keeping in mind that any variation would be the variation for the amount of test weights used and that the final total error in the scale would be as many times more than the error on the test weights as the capacity of the scale is greater than the amount of test weights used. Of course other causes, such as rests, and binds, do not produce a proportionate error like that just mentioned.

Tests are made to establish the accuracy of a scale or to locate most quickly and exactly the seat of the trouble in scales

which do not register accurately. How foolish it would be for a man, without making the regulation and necessary tests, to spend several days overhauling and adjusting a scale which will stand every test for accuracy. Yet, how much more foolish it is to deceive ourselves and tell ourselves that our scales are accurate and use them as being accurate when we have neither examined them carefully, nor made the complete and necessary tests to establish their accuracy. For an example of a complete test take track scales. All track scales have at least four sections and there should be a separate test made of sections by placing the test weights directly over each; 4,000 pounds of test weights on any section call for exactly 4,000 notches on the scale beam; if you do not get that result in the test of a section you have located the need for some adjustment or repairs in that section. In addition to this, a test should be made with a heavily loaded car, using the test weights first on one end of the scale and then on the other. Frequent trials should also be made by weighing a short, heavily loaded car on each end, thereby ascertaining if both ends give the same reading; i. e., weigh the car as near to the edge of one end as possible and still have the entire car on the scale, then weigh in the same manner at the other end, noting the variation, if any, between the ends. This, of course, will not take the place of test weights, but the variation will give you an idea of the condition of your scale and may suggest the necessity of a complete test. The amount of variation between the ends does not show to what extent your scale is untrue.

Again in testing wagon and hopper scales, the test weights should be distributed on all four corners, for there are in such scales four main levers, each of which must receive an equal portion of the test weights. This is absolutely essential. Scales may test correctly with the weights on one side, front or back, and still be out of adjustment. In addition to this, test each corner separately with as many weights as possible.

In conclusion, then, let me reiterate the importance of the facts presented in this paper, viz., that scales should be tested, frequently and thoroughly, with a number of test weights proportioned to the size of the scale and by a method suited to the kind of a scale tested.

I have with me a miniature track scale, with test weights and a freight car, made in proportion, which I am proud to say are products of my department. They are all hand work and were made entirely by our Scale Inspector Mr. Schmitz. The scale is a real weighing machine and I will endeavor to prove its accuracy by testing in the manner tests are conducted by my department.



Fotograf by F. J. Bandholtz, Des Moines, Ia.

Iowa Dealers at Des Moines, May 17-18, 1904.

After the reading of his paper, Mr. Foss offered the following resolution:

MR. FOSS' RESOLUTION.

WHEREAS, There are a great many scales used by grain shippers, which have not been tested for many years, and

WHEREAS, Experience has shown that in very few communities are there sufficient and reliable test weights accessible to the users of scales in those communities, and

WHEREAS, A large number of properly sealed test weights is absolutely essential to a proper test of any large scale, the amount of test weights needed being proportioned to the size of the scale tested, and

WHEREAS, The cost of such test weights is, as a rule, beyond what could be expected of individuals,

THEREFORE BE IT RESOLVED, That the Secretary of this Association be and hereby is instructed to investigate the present situation with a view to locating test weights, sufficient in amount and constantly accurate in weight, at points now without them, thereby making them accessible to country shippers of grain.

Mr. Churchill: I am here as a representative of Fairbanks, Morse & Co., thru the courtesy of your invitation. Fairbanks, Morse & Co. have always a large number of tests on hand, and they are at the disposal of the members of this assn. whenever they desire to use them.

Question: I would like to know why it is that when the scale is perfectly level and hangs free and easy it don't weigh correctly. What is to be done in such a case?

Mr. Schmitz: In that case the nose irons are out of place and should be adjusted by a scale expert. It is very poor policy for any one but a professional scale man to move the nose irons. The first thing to do is to find out whether or not everything about the scale is level or plumb.

Mr. Wells: Do you consider it practical for any grain dealer who has a sufficient number of test weights to make a test of his own scale?

Mr. Schmitz: I have met a good many grain dealers not capable of testing scales, but I have also met a good many that were capable. It depends entirely on the man.

A. E. Schuyler, First Asst. Weighmaster: I think that any grain dealer, who will follow the directions contained in Mr. Foss' paper today, can test his own scale.

M. McFarlin, Des Moines: I would be glad to see this assn. make some arrangement with a scale expert to test the scales thruout the country. My idea wud be for this assn. to make some arrangement with a scale expert to go thru the state and test our scales. It could be done with small expense.

Pres. King: It seems clear to me that the only man who can repair a scale after it has been out of order is a mechanic in that line. Of course it wud be a useless thing to tear up the scale and send it away for repairs if it did not need them. I had a test of a scale made last fall by a man who is a mechanic in that line, and he advised me that it weighed out 10 pounds to the thousand. I tested it by weighing on other scales and found that his figures were right and that the scale weighed too heavy, 10 pounds to the thousand. When I put 4,000 pounds on, it was 40 pounds out, and I at once employed an expert scale man to adjust the scale and get it right.

Mr. Churchill: One thing that has not been mentioned, and which seems to me to be of the very greatest importance, is the matter of foundations. A scale is a delicate piece of mechanism and is not like a handcar or a steam engine, or any-

thing of that kind. It is sensitive, delicate and of value only so long as it remains and is maintained in that condition. A scale cannot weigh accurately, either when it is first installed or after years of service, unless it is put on a foundation that is strong enuf to sustain it. If the foundation breaks down, or a part of it settles, or different parts are thrown out of proper relationship to each other, and tho the scale may be all right as to bearings, it will not give accurate results. The scale, as Mr. Foss has said, is simply a system of levers. The process of weighing consists of placing the load to be weighed on the platform and moving the poise on the beam until it balances. If the foundation of the scale is not of enuf strength and of the proper design to maintain the various parts of the scale in the same mutual relations thru the process of weighing the results will not be correct. In elevators there is always a great deal of dust in the air which will settle on the beams and before testing a scale great care should be taken that all of the notches are perfectly clean. On some scales a distance of $\frac{3}{8}$ of an inch represents 1,000 pounds. The weight will vary by the formation of dust in the notches. Mr. Foss also referred to inaccurately marked beams. Without going into particulars regarding a matter in which I might be personally interested I will say it could be possible for a scale to be inaccurately marked, but in that case it wud certainly be as much to the advantage of the manufacturers to replace it as to the shippers.

Mr. Wells: Do you not think that the scale companies ought to assume some responsibility? If you think that testing a scale with a 50-pound weight is not a proper test, do you not think the scale companies shud tell a man, when he writes in for a test weight, that it is not the proper thing to use?

Mr. Churchill: A letter asking for the price of a test weight very often gives no other particulars. If the man indicates clearly in a query that he wants one test weight, for the purpose of testing a wagon scale, then I agree with Mr. Wells that it shud be the duty of the scale company, receiving such an inquiry to state that one test weight is useless for such a purpose. (Applause.) I may state that the correspondence that comes to my desk is all answered in that way, and our salesmen are all instructed as to the futility of testing a wagon scale with a single weight.

Mr. Wells: I have put out a circular letter inquiry as to the number of scales in country elevators. While I can't say positively my guess wud be that not $\frac{1}{3}$ of the eltrs. are equipped with shipping scales. I have been in terminal markets and seen cars arriving at eltrs. without seals and I know there is a loss to the shipper in such cases. I have known of cases where there was a loss to the shipper in weights and he could not substantiate his weights because he did not have proper weighing facilities. I believe that the practice of loading grain into a car and not knowing what is in the car is certainly careless.

W. L. Lincoln: It was the intention of our company when we received the invitation to attend this meeting to have an expert from the factory to speak to you regarding the construction of scales. At the last moment, however, he was unable to come. As far as talking of scales is concerned, I think the ground has been pretty well covered. I do not think any-

thing I can say wud add anything to your information for getting correct weights.

Pres. King: The question before the house is on the adoption of the resolution introduced by Mr. Foss.

Upon motion the resolution was adopted.

W. G. McDougal, Des Moines: I move that the secretary be instructed to forward copies of that part of Mr. Foss' address relating to scales, their makers and distributors, to the various scale manufacturers, dealers and eltr. builders. Carried.

The chair appointed the following committee on resolutions: Lee Lockwood, M. Rothschild, D. K. Unsicker.

The following Committee on Nominations was also appointed: L. W. Gifford, I. L. Patton, J. N. Gilchrist, B. B. Anderson.

Mr. Foss: I wish to thank you kindly for the treatment we have received and for the invitation to come out.

Tuesday Evening Session.

Pres. King: In order to accommodate Prof. Olin, who has to catch a train, we have decided to change the program slightly and permit Mr. Olin to talk first, and when he has finished his talk on small grain, Prof. Holden will talk on improvement in seed corn. I have the pleasure of introducing to you Prof. Olin, who will talk to you on small grain culture.

Prof. W. H. Olin, of the Iowa Agricultural College, delivered a very interesting address entitled: Some Facts on Small Grain Culture, which we will publish later.

Pres. King: Prof. Holden will now talk to you, and I presume he needs no introduction as he is known to most of you and probably the majority have heard him before.

Prof. Holden gave a lecture on the improvement of seed corn which was illustrated with slides showing the best kind of ears and kernels to select for seeding purposes, together with views of a growing corn field and different kinds of stalks.

At the conclusion of Prof. Holden's exhibition of stereopticon views the meeting adjourned.

Wednesday Morning Session.

Pres. King: As the program last night was somewhat long and took more time than expected, we postponed one of the numbers until this morning, and we will now hear from J. R. Sage, Director of the Weather Bureau.

Mr. Sage spoke on crop reports and crop reporting.

Mr. Wells: Mr. Sage, I wud like to know if you can consistently add the names of the grain dealers of Iowa to your list and send them your weekly crop reports?

Mr. Sage: Yes, sir; if you furnish the list.

Mr. Wells: I will do that.

Mr. King: I am sure we are pleased to be advised that the crop conditions in '95 were not better than they are this year.

The following Secretary's report was read and adopted, after which the Treasurer's report was read and also adopted:

Secretary's Annual Report.

The failure of the grain crops of Iowa last year naturally resulted in small volumes of business for the grain dealers, and it is impossible for a grain dealer to earn profit without having a certain volume of business.

I often think that our farmer friends and the public fail to consider what it costs the grain dealers of Iowa to keep an open market at all times of the year at every railroad station. There are certain months of the year when the volume of business will not earn sufficient profit to pay running expenses, even when good crops are produced; but the farmers and the merchants of Iowa would consider the grain dealer almost a tyrant who would close up his elevator during the dull season or unprofitable year, when he might often do it with profit to himself, and the past year has been just such a year.

The merchants, bankers, and in fact the public, demand an open market and expect the grain dealers to provide it, and I am sure that the grain business of Iowa during the past year has not been profitable to the dealers.

MEMBERSHIP.—Considering the small volume of business that has been done, it is remarkable that our membership has not decreased. This being the fourth anniversary of the Association, it might be interesting to note the growth of our membership, as reported each year, as follows: April 1, 1901, 701 elevators; April 1, 1902, 793 elevators; April 1, 1903, 888 elevators; April 1, 1904, 896 elevators.

At one time during the last year, however, our membership considerably exceeded 900 elevators, but there have been several properties sold recently where the purchasers have not yet assumed membership. There have also been about twenty elevators closed and withdrawn because of no license, and four members were suspended for non-payment of dues.

Our present membership of 896 elevators is in good standing, with all dues absolutely paid in full and not one cent delinquent on the books.

FINANCES.—As shown by the Treasurer's report, we have a cash balance on hand of \$2,126.86, besides property consisting of office fixtures, \$352, making the total assets to be \$2,468.86.

We have made only eleven monthly assessments of seventy cents per elevator during the past year. The assessment for March, 1904, having been passed.

The manner in which our members pay dues certainly indicates a high standard of character and moral responsibility, this being the third annual report in which I have had the pleasure of stating that all dues were paid in full, with absolutely no delinquents. It is certainly a record, to be proud of.

LOCAL MEETINGS.—During the past year I have held over fifty local meetings in the state, and I am sure that the general good results of these local meetings cannot be overestimated. Four years ago it was amusing to find so many grain dealers located at adjoining stations a few miles apart who had never become acquainted, and in some cases were bitter enemies even though unacquainted with each other, as a result of an unreasonable strife in competition in which the farmers had taken advantage by misrepresentation. The result being in some localities, that competition was not legitimate but ruinous.

To-day there is not a locality in Iowa but where the grain dealers are well acquainted with each other, and I believe that this work alone is well worth all that it costs the members for dues. Local meetings, however, accomplish more than that because they give the dealers an opportunity to discuss the bad methods and abuses of the trade, both at local points and at terminals, and it results in an education for the dealers.

No man engaged in any general line of business to-day can assume to know it all himself, but the most successful business men are those who carefully study the experience of others and profit thereby. A general discussion of individual business experiences must therefore result in elevating the standard of methods, correct abuses and prevent waste along the channels of trade, all of which is a benefit to the public as well as to those engaged in the business.

LOCAL CONDITIONS.—The grain business may be characterized almost as semi-public, and the public usually insists that the grain dealers pay high prices regardless of profits.

The local country merchants often seem to think it good business policy to arouse agitation among farmers as against the grain dealers and force them to do business without profit. Their actions along that line are certainly not very consistent, for if you will closely examine their village ordinances you will likely find that peddlers of merchandise are required to

pay a license and I have known of instances where merchants were required to give bonds for permanent establishment of business, when engaging in business in a general way, provided they could secure a store room before the merchants had secured control of every room that was vacant, and such ordinances are prompted by the local merchants in most, if not every instance.

To overburden stations with grain elevators means to increase the expense account of handling a given amount of grain, and, therefore, necessitates additional profits to pay the increased expenses.

To increase the number of grain elevators at a station does not increase the volume of business and grain dealers must naturally feel the more serious necessity of having larger profits if more elevators are operated than consistent with the volume of business. Therefore, the old idea of the more elevators the more competition, and, therefore, higher prices does not hold good, but in fact ultimately results in lower prices, and I can prove this statement by actual conditions that exist to-day. In other words, I insist that the interest of the farmers and the public may be best served by having only the necessary elevator facilities to handle the grain marketed at each station, and thus limit the expense account at each station.

An expense account cannot be avoided in the operation of a grain elevator, no matter whether it is conducted by a line elevator company, an individual dealer or the farmers' co-operative asso., and this fixed and unavoidable expense account, if computed on good business principles, stands something like this, namely:

Elevator property is worthless except there is grain to be handled, and the life of the property will average about ten or twelve years. So it is good business policy to start the expense account with the item of maintenance, of eight per cent per annum on an average valuation, say of \$4,000	\$320
Interest on the investment at six per cent	240
Salary to manager	750
Extra help	200
Expense for power	100
Interest on the average working capital, \$2,500 at six per cent	150
Insurance, taxes, etc.	200
Total	\$960

The average volume of grain handled by elevators in Iowa for a period of years does not exceed one hundred thousand bushels per elevator. Thus you will see that the average expense account is about two cents per bushel and that it costs the average grain dealer about two thousand dollars per year to maintain an open market for the benefit of the farmers, merchants and the public.

Not long ago the representative of a farmers' co-operative elevator company called on me and desired to apply for membership in the Asso. He said that they could not successfully maintain their business on the plan of penalties and assessments, as provided in their by-laws, and that they desired to eliminate those features and do business on business principles by maintaining their business by earning a margin of profit.

We discussed the question of what was a reasonable profit and he thought two cents a bushel above expenses about right. Subsequently I attended a meeting of about 20 of the farmers who are members of that organization.

I told them that I believed that the grain dealers of Iowa would be willing to contract to handle the grain for the farmers of this state on a basis of profit less than that, and in fact it was being done at a less average profit than that.

Now the point that I am coming to is, that there is in fact no necessity for any differences between the grain dealers and the farmers of Iowa on the question of profits. I am sure that the intelligent farmers of Iowa will consider favorably and concede all that the grain dealers desire, and that it is up to the individual grain dealers of Iowa to get closer to the farmers, take more interest in matters of mutual concern, such as crops, yields, and quality, and that it should be the policy of the Iowa Grain Dealers Asso. to conduct its work in the manner that will command the respect and approval of the farmers and the public, and, if need be, act as an arbitrator between the farmer and the grain dealer.

TERMINAL CONDITIONS.—Your Secretary, being chairman of the Advisory Committee of the Grain Dealers National Asso., has done considerable work during

the past year with reference to terminal conditions, and inasmuch as I am to make a detailed report at the annual meeting of the Grain Dealers National Asso. at Milwaukee, in June, will not take up that subject at this time.

IMPROVEMENT OF SEED CORN.—During the past year this Asso. has used every influence at its command to assist Prof. P. G. Holden, of the Agronomy Department of the Iowa State Agricultural College, in the work of improving the seed corn and encouraging farmers to become seed corn breeders.

The active interest shown by this Asso. along these lines has resulted in interesting the railroads in the seed corn proposition, and, as you are probably aware, special trains were gratuitously provided to give Prof. Holden an opportunity to give short lectures to the farmers as follows, namely:

Chicago, Rock Island and Pacific R'y a three days' trip, giving lectures at nearly fifty stations, having an average attendance of about a hundred farmers at each station.

Des Moines, Iowa Falls and Northern R'y a trip stopping at all stations on its line with an average attendance of about seventy-five farmers at each station.

Chicago, Burlington and Quincy R'y a four days' trip with lectures, having an average attendance of about two hundred farmers at each station.

This Asso. did an important work in conducting these meetings and securing an attendance of farmers, and I believe still more can be done along this line. In accordance with a resolution passed at our last annual meeting, the influence of this Asso. was used to secure additional appropriations by the legislature for the Iowa State Agricultural College and Experiment Station, and the appropriations for the Experiment Station were increased fifteen thousand dollars, although we had hoped to secure a much larger increase.

SEED CORN DISTRIBUTION.—There are nearly one thousand farmers in Iowa who have planted about one-half acre each of high grade Reid's yellow dent corn that has been distributed to them, free of cost, by different members of this Asso., and will be grown and harvested under Prof. Holden's instructions. It is also my plan to keep in touch with these farmers by circular letters and see that the corn thus raised be kept identical for seed and certain detailed reports sent to Prof. Holden, that will be useful to him. I am positive that the Iowa Grain Dealers Asso. may exercise a still greater influence for good in this work.

ARBITRATION.—There has been very little work for the arbitration committee to do during the last year, which shows that differences between buyers and sellers do not occur as frequently as in the past.

The most important result of arbitration is that it educates dealers to make better contracts and thus avoid differences.

We do not hesitate to ask bidders and receivers to report any complaints against our members and in reply to a circular letter written to them last month, asking for complaints, we have not received a single complaint.

I must confess that I feel a growing personal pride in the character and welfare of this Asso., and in the work that has been done, and that to occupy the position of Secretary of such an organization is indeed an honor, and I desire to express my hearty appreciation of the co-operation and good will of the officers and members.

FINANCIAL STATEMENT.	
Balance on hand Apr. 1, 1903.....	\$2,427.00
Dues	8,828.40
Application fees	108.00
Rebate on mileage	162.34
Rent, desk room	48.00
Rebate, printing	32.20
Arbitration	15.00
	\$9,620.94
Cash disbursed	\$7,494.08
Balance on hand, Apr. 1, 1904.....	\$2,126.86
	\$9,620.94

Chairman Clausen made the following report: Your Auditing Committee have examined the books and vouchers of the Treasurer, and find same to be correct as shown.

Upon motion the report was adopted. The Committee on Resolutions made the following report:

Continued to page 555.

Annual Meeting of Texas Dealers

The Sixth Annual Meeting of the Texas Grain Dealers Assn. was called to order in the Ft. Worth City Hall, May 20, at 10:10 a. m., by Pres. G. J. Gibbs, of Clifton.

All arose during the invocation by Rev. J. S. Myers.

Addresses of welcome were delivered by the Hon. J. F. Lehan, Mayor pro tem., Capt. B. B. Paddock, of the Board of Trade, and Jno. A. Stephenson for the grain dealers.

J. Z. Keel, of Gainesville, responded.

Pres. Gibbs delivered his annual address, in which he said:

Gentlemen, it is to me both a pleasant and a painful duty, as I will soon sever my connection with your organization. After 20 years' association with many of our members, I am about to step down and out of the grain business. One month ago I tendered my resignation to the Executive Committee, but it did not see fit to relieve me. I am pleased to be able to tell you that our membership is about the same as last year, in spite of poor business.

It will be gratifying to you to learn that our judicial board has proved a revenue earner during the last year. I hope you will always place your best and clearest-minded dealers on your Arbitration Committee.

I believe that our unfair list shud be revised and arranged alphabetically so as to facilitate its use and increase its value to members.

I understand that an effort is to be made to establish assn. hdqtrs. in a central city. I believe this wud be a mistake, as it wud be pleasanter and better to hold our annual meetings in different cities.

I part company with your officers with nothing but the kindest feelings. Your official family is one of harmony. You have a very efficient 1st vice-pres., a portly and handsome 2d vice-pres., a handsome executive comite, and a stubborn arbitration comite.

I wish to thank you for your support and wish you continued success.

Secy. H. B. Dorsey read the following report of the Secy.-Treas.:

SECRETARY'S REPORT.

Weatherford, Texas, May 18, 1904.

To the Officers and Members of the Texas Grain Dealers' Association.

Gentlemen:—I submit the following annual report for last fiscal year for your consideration. We had, at the beginning of this fiscal year, May 19, 1903, 144 members. Reinstated, 3. New Members, 25. Total, 172. Resigned, 25. Deceased, 1. Suspended, 2. Expelled, 2. Total, 30, leaving a net membership this date 142. When the conditions for last year are considered, it being an exceedingly dull season, as the last year's crop in nearly every section of the state, proved to be just about equal the demand, with few exceptions, hence very little business for the grain dealers. No surplus to ship out and no demand for shipping stuff in, and when these conditions are considered, I regard this as a good showing for the year. I am pleased to advise that of the 25 resigning, without an exception, it was on account of their retiring from the grain business.

FINANCIAL STATEMENT.

Receipts.	
Cash on hand at close of last fiscal year,	\$527.66
Received membership fees this year	250.00
Received from Dues this year	1,760.75
Received from Dep. fees in Arbitration cases	297.10
Received from Advertising	30.00
Received from Members con-	

trib.. for World's Fair Fund	200.00
Disbursements.	\$3,065.51
Expense of Arbitration Committee	\$105.25
Refund Dep. Fees in Arb. cases	162.10
Postage	218.00
Printing and Stationery	49.95
World's Fair Fund	200.00
Extra allowance made to Secy., at Houston meeting by Execut. Com. for prior year	150.00
Allowance made to President Gibbs by Executive Com. at Houston meeting	25.00
Allowance made to Judge Geo. A. McCall, at Houston meeting, by Execut. Comm.	50.00
Long Distance Phone and Tel. bill.	68.00
Expense of delegates to Ntl. Assn	57.30
Dues to National Ass'n.	140.00
Express charges	4.55
Exchange	2.00
Secy. Salary, May 1st, 1903, to May 1st, 1904.	1,200.00
Trav. Exp. Officers and Exec. Com. and other incidental expenses	203.61
	\$2,636.06
Balance on hand	\$429.45

I have endeavored to keep the membership advised through circulars, as to matters affecting the members and the Association, hence it leaves very little for me to say in this report, though I am pleased to state that the best information I have, not only from this state, but from outside points, is that the grain trade has confidence in our Association and its members, and we should use our best efforts to maintain this good standing. The arbitration feature of our Association is highly regarded by the grain trade generally, and is being liberally used by a great many of our members and outsiders.

At our last meeting we amended our Constitution and By-Laws, permitting appeal to the Executive Committee by members of our Association where one arbitrator dissented, and to the National Association by non-members. I believe it would be to the interest of the Association to amend our Constitution and By-Laws, permitting an unconditional appeal from the Arbitration Committee to the Executive Committee, or to the Grain Dealers' National Committee. I believe this would be to the interest of the Association, and would be the means of getting some parties to arbitrate who now refuse.

I desire to impress upon the members the importance of co-operation. I believe that it is the duty of each member when he learns anything regarding a party with whom he had dealings, which shows that party is unworthy of the confidence of honest people, he should advise the Secretary, so that the Secretary can advise the members, and in this way we can assist in protecting each other against unworthy parties, and when the Secretary asks for information regarding crops or any other benefit, ought to respond promptly. It has always been my desire to serve the members in the best possible manner, but you understand the greater the co-operation among the members, the greater benefit to our organization.

Charles S. Clark, of Chicago, addressed the meeting on Fostering the Assn. Spirit.

J. A. Hughes: I move that this assn. accept with regret the resignation of our President, make him a life long honorary member, wish him well in his new line of business, and invite him to attend the next annual meeting of the assn. at the assn's. expense.

Mr. Mountcastle and Mr. Shearn were appointed to assist Mr. Hughes in drafting the motion.

E. R. Kolp moved the appointment of a Comite on Resolutions and the Pres. appointed E. R. Kolp, C. F. Witherspoon and J. G. Jones.

Pres. Gibbs: I have just rec'd a tele-

gram which I will read:

Honey Grove, Tex., May 20, 1904.
G. J. Gibbs, Pres., Texas Grain Dealers Ass'n., Ft. Worth, Texas.

On behalf of the federation of business organizations of Texas I beg to urge your association to confirm your membership we have flattering prospects for repeal of occupation tax but need your help.

S. L. ERWIN, Chairman.

Some time ago we were asked to join the Assn. Federation for the purpose of securing the repeal of the occupation tax. We did not feel that we had authority to do so, but offered to present it to you at your annual meeting. The cost is not much and I believe the work merits our support.

Secy. Dorsey: The Federation desires us to contribute \$100 now and give our influence to the work of educating candidates for the legislature to the burdens of this law.

G. C. Mountcastle: I move the appointment of a comite of five to draft ringing resolutions denouncing this occupation tax. The motion was carried and the following were appointed: J. A. Stephenson, Ft. Worth; J. P. Harrison, Sherman; L. G. Belew, Pilot Point; C. F. Gribble, Sherman; J. V. Neuhaus, Houston; G. J. Gibbs, Clifton.

Adjourned for dinner.

Friday Afternoon Session

President Gibbs called the meeting to order at 2:00 p. m.

W. O. Brackett read the following report of the Arbitration Comite:

REPORT OF ARBITRATION COMMITTEE.

During the twelve months just passed there have been filed with your arbitration committee seventy-four claims aggregating \$9,234.87. Of the above numbered sixty have been disposed of and fourteen are still pending. Of the claims disposed of thirty-one, amounting to \$5,702.82, have been settled by arbitration direct, and fourteen, amounting to \$853.45, have been settled by compromise between the parties. As the compromises were brought about entirely through the efforts of the arbitration committee, it may be stated that the committee has secured a satisfactory settlement of a total of forty-five claims, amounting in all to \$6,556.27. In fifteen cases involving \$1,475.83 the parties against whom claims were filed refuse to arbitrate, although every effort has been used in all cases to secure satisfactory settlement. The committee would call attention to the fact that while the total number of claims filed during the past year was over a thousand dollars greater than that of the year before, the amount of claims settled is over three thousand dollars greater, while the amount of the claims involved in refusals to arbitrate is over twenty-five hundred dollars less than such amount last year. The above figures would indicate that a greater number of differences have been submitted to the committee, while a larger proportion have been amicably settled through their efforts than heretofore.

The Committee would again call attention to the fact, that the majority of misunderstandings brought before them arise from careless and imperfect confirmation of trades, and cannot too strongly urge the importance of strict attention to these details with a view to the avoidance of disputes. In view of the imperfect facilities at many shipping points and the absence of official weights and inspection, receivers cannot be too careful in the inspection of shipments on arrival so that they may know absolutely what they are getting and whether terms of contract have been complied with, while the grain is still on the track. The committee have had to decide several cases where disputes arose, on account of consignees unloading cars without inspection and then undertaking to secure protection long after the shipment had lost its identity. The understanding and observance of proper trade rules on the part of shippers would remove many of the causes for disagreement, and the adoption of some such code cannot be too strongly recommended.

Referring to the number of claims compromised through the efforts of the committee, the question strongly suggests it-

self whether it would not be better policy and conducive to more harmony if greater liberality were practiced by litigants in the direction of compromise before the cases are placed in the hands of the committee.

In submitting this, their annual report, your committee, now completing their second year of service in this capacity, desire to again express their appreciation of the kindness and courtesy shown them by the members in the carrying out of their duties which have made their labors, rather difficult and laborious in themselves, much lighter and far more pleasant than could have otherwise have been the case.

A vote of thanks was tendered the Arbitration Comite.

Demand Drafts.

Eugene Early read the following paper on Reasons Why Grain Drafts Shud be Paid on Presentation:

WHY DRAFTS SHOULD BE PAID ON PRESENTATION.

By way of prefacing my remarks, on the above subject, I wish to say I feel in the same predicament as the old sinner who went to market with a load of potatoes in a dump cart, and while on the way, traveling up a steep hill, the hind end of his cart came out and all the potatoes rolled out and down the hill. The old man jumped off the front end of the cart and ran to the rear. (He was a man noted for his profanity—had the reputation of being the biggest curser in the country.) He started to swear, but, upon seeing the situation, threw up both hands and said, "I won't swear—I can't do the subject justice."

I believe that the firm which I represent stands as well as the average grain dealer of Texas, and I cannot, for our firm, buy grain on any other terms than those mentioned above—drafts payable on presentation, with bill of lading attached. I have tried to buy grain from responsible concerns on other terms, but I have yet to find any firm of high standing that will sell payable on arrival and inspection.

It seems that the grain dealers, in Texas, have long submitted to terms being made by the buyer, and the majority of business done we believe is, at present, sold on terms payable on arrival and inspection, which places the shipper and the seller entirely at the mercy of the buyer.

There are, no doubt, many merited rejections of grain, for I think that the grain business in Texas is conducted in a very slipshod, loose and un-business like manner—at the same time there are a great many unmerited rejections.

On a declining market it is an easy matter for the buyer to say that the goods are not up to representation, or the sample, and, by looking around over a car of grain a man can find a sample that possibly is not up to representation; at the same time this sample, found in the car, does not represent the entire car.

I have been in the grain business for twenty odd years, and one remarkable thing about these rejections is, I have never had a rejection on an advancing market, and I do have a very great many on a declining market. It is strange that the condition of the market should change the quality of the grain; however, it seems that it does.

The time was, many years ago, when there were very few grain dealers in Texas. They were located in the grain-growing section of the State, and the merchants, who bought and sold grain to the consumer, would buy their grain directly from the grain dealer in the grain country.

In those days, my experience was, we had but little trouble. Now the situation is different; grain dealers live everywhere, they live in the pines, in the swamps, on the mountains and in the deserts, and sell their portion of grain wherever a carload is shipped. Many of these dealers have no capital in business except a rented typewriter and a dollar's worth of postal cards. They have a flaming letter-head, calling themselves some great grain company, and furnish daily quotations to merchants who handle grain all around their section. They sell nothing but the very best of everything and when their orders are secured, they telephone or telegraph to various grain dealers in the growing section, and buy one or more cars, as the case may be, from the grain dealer in the growing section and order him to ship it to some little outside station other than the residence of this so-called grain dealer, and

make draft on the buyer for the money. When this draft is presented, it is not paid, but the bank holds the draft until the car arrives at outside station.

We also understand, and have reliable information to the effect, that there are many banks in the State of Texas doing business who have their special friends, whom they allow to detach drafts drawn by us, and allow the buyer, from us, to attach his draft to same bill of lading—

H. Waldo read the following paper on the same subject:

H. WALDO'S RECOMMENDATION.

In the first place the grain business is supposed to be run on a cash basis strictly. As soon as the farmer dumps his grain into your elevator, post haste he presents his scale tickets, and gently asks you for the cash due him. If you borrow money you pay interest on this investment until the

The New Executive Committee.



C. P. Shearn; J. C. Whaley; C. F. Gribble.
L. G. Below; Sec'y H. B. Dorsey; Pres. J. Z. Keel; Eugene Early.

send it to some other bank for collection, and when it is paid, they then remit to the original shipper.

You will see what a detriment this is to legitimate business—we don't know when we ship a car of grain to whom it is going, nor upon what terms it was sold, but we are entirely at the mercy of the party to whom we sold, by some unknown party to whom he sold. The man to whom we sold is dead safe and doesn't pay out a dollar until the other man pays, and we think that this association should take some steps to try to enforce the payment by purchaser of all drafts, with bill of lading attached, on presentation.

If grain refused or rejected should be paid for and was not what the sample represented it to be—there is not a member of this association but what could be forced to reimburse and make good any loss that might occur in the goods or grain not being what they were represented to be. We don't see what risk the party takes in paying drafts on presentation, as he knows who he is dealing with, but the dealer takes all the risk, for the reason that he does not know who is going to pass on the merits of his goods on shipments to other stations.

If all the members of this association would confine their sales to parties, only, who would pay drafts on presentation it would, in a large manner, get rid of the irresponsible dealer who sells his goods payable on arrival, or any other way, loads his invoice several hundred or several thousands and takes chances of profit by his unscrupulous methods and getting draft paid and money remitted before the cars are unloaded. Sometimes it succeeds. Sometimes it fails, but as long as all classes of grain dealers sell to all kinds of people, at all kinds of places, on their terms and not the terms of the seller, we will always have trouble and lots of it.

Bert K. Smith: I am a receiver of the kind Mr. Early refers to. We do not reject grain on a rising market.

We have in our town people who are in the grain business three or four months a year and they do not always pay drafts made against us. I for one wud be perfectly willing to pay demand drafts.

stuff is shipped out and your bill of lading with draft is in your customer's bank, and consignee, if he expects to preserve his credit, should forthwith take up this draft, that interest with this much of your bank account may stop, or that you may have the returns for reinvestment.

We Texas dealers do not ship hot corn, or anything else that is hot, therefore we expect our drafts to be paid on presentation, and not to await the frequent long delays in transit, or the uncertain action of some customer, say in Mississippi.

But some one says, "It is owing to whose ox is gored." This season I'm shipping in and not shipping out, I'm consigning no oats to the Southeastern States. I'm dealing largely in Northern corn, consequently I indorse the practice of paying on arrival, or at least I demand the privilege of smelling around a car before paying the draft. To this let it be said that in this season of great risks buy from the North only upon grade certificates, deal only with reliable and responsible firms—with men whom you know will make good your loss or refund your money, if grain arrives out of condition.

Abide by the golden rule, "Do unto other grainmen as you would have them do unto you; pay your grain drafts on presentation, and preserve your credit."

J. W. Jockusch: Notwithstanding we have official wts. and grades in Galveston, we must pay demand drafts on all grain bot in central markets and accept its wts. and grades.

W. B. Harrison: I will not sell to anyone who will not pay demand drafts.

J. T. Stark: A year ago when I was in Kansas City I learned that I cud buy grain ½ ct. cheaper if we wud pay demand drafts and since then we have been paying drafts upon demand.

C. P. Shearn: Our firm makes it a rule to pay demand drafts, but we do not buy from any person unless he is of known responsibility. Texas oats vary so in quality that we get cars of uniform quality only from dlrs. who have eltrs.

Cars loaded direct from farmers' wagons are always badly mixed.

C. F. Witherspoon: We have rules governing the grading of grain and I believe it wud be a good plan for the Secy. to print and circulate copies of these rules.

W. L. Pitt: For one I am in favor of paying demand drafts. We do not care to do business with anyone whose drafts we do not feel safe in paying. The sooner we insist upon demand drafts always, the sooner we will cut out this little irresponsible outside trade.

Official Weights and Grades.

W. L. Keel led the discussion of What Can the Texas Grn. Dirs. Assn. do to Secure or Provide an Official or Efficient System of Wts. and Grades of Grain?

W. L. KEEL'S PAPER.

It might not be difficult to solve this question if our shipments passed through one or more gateways, in either state or interstate shipments, but such is not the case. There are numerous ways by which shipments may be made. Again there would not be so much difficulty at grading grain if shipments be made in bulk, but so much of our grain is shipped in sacks, especially oats, that a correct grading is almost impossible. It would be very easy indeed should a shipper desire to ship oats inferior to that which he sold, to place the poorer oats where the inspector would not be able to find them. There is no doubt that a correct grading of bulk grain can be had so far as examination is concerned, but the question arises where and by whom it shall be done.

In regard to Interstate shipments, we have about six important gateways for grain coming into our state to be sold within the state, namely Ringgold, Gainesville, Denison, Paris, Texarkana and Shreveport. All of these cities barring Ringgold are end of divisions and grain could be graded easily. Some one may say why not have this done at Ft. Worth and Dallas. I will agree with you that these points would be the best places did they reach all the grain; but such is not the case, for after the grain has reached these gateways, it is shipped in many directions, to stations that are not in direct line with Ft. Worth or Dallas; hence I am of the opinion that the grading should be done at the gateways.

But the shipment of grain to different points in our own state and to the Southeast, I am of the opinion is of most interest to us. Our oats and wheat reach the Southeast through Memphis, New Orleans and Vicksburg. The Board of Trade of each of those cities should have an inspector and weigher appointed; either by the executive department of the state or by the various Board of Trade, and doubtless they have. These people would certainly be disinterested and would do the right thing by both consignor and consignee, but as I stated in the outset it would be very difficult to grade properly oats that are shipped in sacks; and $\frac{3}{4}$ of the oats are shipped that way. Our firm has sold some oats to the Southeast on Memphis grades and these shipments have in the main been satisfactory.

Now we come to the shipment of grain from one point in the state to another, as I have previously remarked, this is very important to us and at the same time I am frank to admit the most difficult of solution. A car of oats shipped from Gainesville to any point south of Ft. Worth might be inspected at that point, but Ft. Worth not being a division of the Santa Fe the railroad might refuse to stop the grain for inspection. Whether our commission can compel them to do so I am not informed. Such places as Ft. Worth, Dallas, Houston and San Antonio should have inspectors, and I believe they should be appointed by the Grain Dealers Assn., or by the state. All fees for inspection should be paid by the shipper.

The old method of selling by sample is very unsatisfactory and must pass away. I would not object to buying on sample so much as I would selling. You send a man a sample of oats, he buys 5 or 10 cars like that sample, he takes the sample from the case; what little trash and dust is in the grain is unexpectedly removed; he awaits the arrival of the oats. The sample has dried out, is much nicer and brighter than the oats shipped, hence there is an honest difference.

E. A. Turner read the following on the same subject:

E. A. TURNER'S SUGGESTION.

The plan I have to offer is as follows: Elect or appoint a supervisor, he to appoint under oath as many deputy weighers and inspectors as each town or city may require. My idea is that any member of the Texas Grain Dealers Assn. can have a deputy weigher and inspector appointed by the supervisor whose certificates are to be official on all sales or purchases in this state unless otherwise stated or agreed upon. And in case of a difference of opinion or a dispute arising from the deputy's certificates of weights and grades by the consignee both parties can submit samples and evidence to the supervisor, whose decision may effect a compromise; otherwise their recourse may be through the Arbitration Committee, same rules and methods to govern as do with respect to all other claims of this association. Any member who may employ a deputy weigher and inspector will be required to pay all expenses for the services of such deputy. In case the services of any deputy at any time should become unsatisfactory to the supervisor through general complaints of members, after a thorough investigation of his official records the supervisor should request the resignation of such deputy, if found incompetent or unworthy.

By appointing or electing our secretary supervisor of weights and grades he will have a better opportunity to keep all of the members of the association posted as to the general satisfaction of the different deputy weighers and inspectors. In case of any complaints of weights or grades it will be well for each one to notify the supervisor that he may be in position to call the attention of such deputy to the complaints. In this way a great many annoyances to the grain trade in general with respect to weights and grades can be eliminated in this state.

J. A. Hughes read the following:

J. A. HUGHES' PAPER.

In the beginning there was creation. Then imitation and development. Other states and grain centers have long ago adopted rules and regulations governing weighing and grading of grain, evidently originally intending to protect buyer and seller alike.

There has been so much rascality, however—especially with reference to grades, that we are inclined at first to pronounce the whole system a failure. Since we cannot expect to originate a system, we must look for an example.

"Kansas City Weights and Grades" is a term terribly familiar to every Texas dealer. No doubt many gray hairs before us to-day have turned—probably in a night—over business done on that basis. Texarkana and Gainesville come later with less noise and show but the same hot stuff, smelling to heaven a strong appeal for reform or regrading.

Possibly the Kansas City system is as near perfect as can be devised and the fault entirely with the officers who must be wonderfully and terribly made. If not totally depraved, very liable and much given to erring. I incline to that opinion. Texarkana and Gainesville, well-marked, legitimate children, are reflecting great credit on their parents.

The committee, which I believe will be appointed hereafter to get this matter in motion, will no doubt do well to study the system, adopt the good points and learn to protect us against the evils to greatest possible extent.

We need such a system with honest service, with arrangements at all stations originating large amounts of grain, hay, etc. Then with arrangements at such points as Gainesville, Ft. Worth, Dallas, Texarkana, Houston, San Antonio, Temple, Waco and Granbury for domestic and Memphis, Vicksburg, Shreveport and New Orleans for our S.-E. business we could, with honest service, expect soon to be able to sell anywhere on Texas official weights and grades.

G. C. Mountcastle: I am unable under our present conditions to present a solution of the trouble. If we had more terminal eltrs. and more competent inspectors we might do something. Until then I believe we are helpless. If we can find a practical remedy I shall be very glad.

W. W. Andrews read a paper from which we take the following:

W. W. ANDREWS RECOMMENDS GRADE COMITE & INSPECTION IN TRANSIT.

The concentration in Kansas City of elevator interests enables a community maintenance of public inspection and weighing, the volume of the general business being sufficient to remunerate for these services. In Texas there is no one city to dominate any given territory, however limited. On the contrary, the grain business of the state is fought for (nothing less strenuous describes the Texas idea of competition) by at least one hundred communities ranging in size from mere villages to cities, and each of these, yes, each dealer in each of these places is a free-lance who acknowledges no mentor, either as to prices or the quality of the grain bought.

An even more fruitful cause for our impediments to a modern service modeled after that of Kansas City arises from the comparative fact that in the Northwest the greater percentage of grain originally moves in car lots from originating points to some nearby point of temporary concentration, and official inspection and weighing, either in or out, is not difficult at such points of concentration.

In Texas, all grain moves, through dealers, direct from the thrasher to the purchasing consumer, or is stored for speculative purposes at the track station nearest the point of harvest, in the private house of the dealer, where access can be denied at the pleasure of the occupant, the grain moving in the end direct from such private house to the consuming purchaser. Given one hundred private flat houses, distributed to as many points, and independently controlled by as many different dealers, some handling not more than a dozen cars a season, each shipping direct to his consuming purchaser, and you have in Texas a system as radically different from the concentrative system of Kansas City as night from day.

In time the concentration in Texas of elevator interests will doubtless admit the readjustment of our methods along the approved lines followed in Kansas City. But until that time arrives, it is, because of markedly divergent conditions, manifestly impossible for us to accept in toto the system of Kansas City as our guide to plans for efficient inspection and weighing, else it were easy to recommend a system along those conventional and well-defined lines.

It were easy enough to recommend granting credentials as deputy official inspectors, etc., to employees of different firms applying for such credentials. But this, albeit giving a semblance of officialism, would in reality be nothing more nor less than private inspection, and you cannot eliminate the possibilities for dissatisfaction against inspection which, however justly administered, is maintained chiefly by one of the parties directly concerned.

There are two brands of "officialism" that this Association does not want, to wit: Private inspection, for the reasons already set forth; and

State or political inspection, for the reason that sufferers in sections which have tried it, condemn it in language that is rarely heard in polite society, and which is always too fierce to print.

Then, debarred as we are for a time from the only class of service of which we might entirely approve, it is either a question of awaiting passively those physical changes in our grain-handling methods which are essential, if we are to rely solely upon the Kansas City model, or of accepting any available plans that may seem to offer any relief.

Doubtless each will concede that improvement is necessary, and that some little progress, however slight, is always better than none at all. If so, let us, therefore, at least, theorize upon the usefulness of a Grade Committee.

Select three or five members who are well identified with our trade in Texas oats. Early in the season, when the crop begins moving, let this committee get together average types of the different grades of oats our harvest may have yielded. Samples of these representative types would be furnished the member on his application, and he in turn would use them as guides in making up his own type samples. After completing these, the member would submit samples of his types to the Grade Committee, and would in turn be advised by this Committee as to whether or not his types conformed. These different grade types would each have its scale-test weight, and would be given a common number or letter designation by the committee, the individual member using the

committee's designation when sending out his own samples.

Such a plan is crude enough, and would doubtless create mirth in those sections of long-established inspection where, directly contrary to the situation in Texas, elevators are the rule and not the exception. But it might be made to serve better than no plan at all, as it would at least give us some semblance of sample uniformity, and might be made to facilitate trading among ourselves.

As to getting away from selling red oats by sample, that is easier said than done. It is doubtful if we could at once discontinue the practice, even if we inaugurated

stoppage and inspection in transit at some one of these points, the Association co-operating with the respective Boards of Trade of these cities to the end of assuring disinterested efficiency.

It would be the aim to make this service self-sustaining, and each car of grain would be required to pay a stipulated uniform fee for inspection at any one of the points at which the shipper might have it stopped for such service.

As each of you are doubtless advised, the Fort Worth Board of Trade already maintains a grain inspection department, which is at the service of whosoever may desire to make use of it. "All roads", you know,

inspection dept. out of politics, if you inaugurate one. I believe Chgo. has the best weighing dept. in the world and all others have been patterned after it. However, shortages will occur despite the most vigilant work of the best organized dept. Cars wrecked or damaged in transit are repaired before the rldrs. permit them to reach the terminal markets.

As you have not terminal eltrs. I do not see how you can obtain reliable wts. However, if you do place a supervisor of wts. at terminals you can improve present conditions. Shippers will of course be required to bear the expense. You can not expect to perfect a dept. in 3, 6 or 9 mos., in fact you will be fortunate if you get a dept. in working order in a year.

Mr. Brackett's motion was carried and Pres. Gibbs apntd.: W. O. Brackett, W. W. Andrews and J. T. Stark.

Grain Dealers and Millers.

A paper on the Relation of Texas Grn. Dlr. to Texas Millers was read by R. M. Kelso:

RELATIONS OF DEALERS TO MILLERS.

The writer was in Oklahoma two years and is quite well acquainted with the conditions there. The Oklahoma Grain Dealers Asso. is pointed to with pride throughout the whole country, it having been a success financially and otherwise. There nearly every miller is a member of the grain dealers asso. and each respects the rights of the other. The grain dealers of Oklahoma realize that the mills must have all the wheat needed for their local consumption and, recognizing this fact it is the policy of the Oklahoma grain dealer to give his local mill the refusal of his wheat usually at about 1c above the export values. I take it that the reason for fixing the basis at 1c, that as is known to all of us, in shipping wheat for export we usually get terminal weights, which are largely obtained through disinterested weighers, also the grading especially at Galveston, is not so severe as going to mills, in other words, a No. 2 export wheat will not at all times pass as a No. 2 milling wheat, besides, while our mills are as honest as the exporters and are our friends, if we will allow them to be, yet their facilities in many instances for weighing are not adequate, consequently returns are frequently unsatisfactory.

These are about the conditions prevailing in Oklahoma which work very satisfactorily. The same conditions are hardly practical in this section from the fact that our principal farm product is cotton. Our milling friends are picking out the better points and building elevators, thus placing themselves in a more advantageous position to handle the crop and, of course, they are practically forced to buy oats and other commodities.

However, some of our grain dealers are likewise building elevators and I think where we place ourselves in the same position for handling crops that our milling friends are doing, we can work harmoniously together, each taking his share. As I have mentioned the mills in nine years out of ten will need all of local wheat, and more. Where we are in competition with our milling friends, I would suggest that we adopt the Oklahoma plan of giving them the wheat they must have, at 1c above export values when our markets are on that basis. In other words, if we antagonize our mills by exporting wheat they actually need, they will step in and take the wheat, thus cutting themselves and us out of a legitimate profit. When our markets are not on an export basis, which is often the case, we should concede to the local mills such wheat as they need at the same price other mills will pay us.

Our milling friends assume an arrogance to themselves that I do not think they are justified in, to wit; they now have a rule by which they want our wheat, 69 lbs. and above, at the market prices, that we may agree on with them, but they want 58 lb. wheat with perhaps 1c off, 57 lb. wheat 3c off and 56 lb. wheat 5c off regardless of export or other conditions.

I do not think our mills should attempt the enforcement of any such rules regardless of other markets, certainly we would not give them 56 lb. wheat, sweet and in good milling conditions at 5c per bu. off

Texas Dealers Always Look Pleasant.



Texas Grain Dealers at Ft. Worth, May 20, 1904.

tomorrow a perfect system of disinterested public inspection. For the reason, first, that the Texas red oat has what might be termed "individuality." And, second, because our trade in this commodity is with the South, which, clinging as it does to the customs and traditions of a Past, is ever slow to respond to innovations.

Then, if we must for a time use samples when trading in Texas oats, any plan on earth which would give us some measure of sample uniformity, and a semblance of official selection of representative types of a season's harvest, would be a betterment of conditions which now admit of as many different opinions of grades "as Carter had oats", or as there are dealers to pass upon them. A fact which makes for more trouble and for more complex arbitration among ourselves than any other one cause of difference, for the reason that the Committee must rely solely upon individually selected types, and is wholly without guides of disinterestedly popular selection.

The prevalent flat warehouse, and the customs of the trade in Texas, for the present debar us from an entirely complete system of modern grain inspection. If this be true, and if we would make a beginning towards such a system, the one feasible plan that at this time seems to offer is inspection in Transit.

Any transit inspection of sacked grain would be difficult, and could hardly be thorough, without considerable, perhaps prohibitive, extra cost in shifting the sacks in order that each in the car might be separately "tried". But there is no reason to doubt that, by proper effort towards such end, this Association could arrange for satisfactory transit inspection of all bulk grain.

With inspectors stationed at such points as Gainesville, Sherman, Dallas, Fort Worth, Waco, Houston, San Antonio, Texarkana, etc., grain originating in, and destined to, any territory could be billed for

"lead to Rome",—and Fort Worth. For this reason, a fairly respectable percentage of Texas grain shipments ordinarily pass through Fort Worth en route to points of final delivery, and Fort Worth inspection, when desired, is available for such transit grain.

At such points of large primary receipts as Sherman, Gainesville, McKinney, etc., disinterested and capable primary inspection should not be difficult, if the dealers of those cities would concern themselves to bring it about. If I mistake not, Gainesville already has inspection, which, I presume, is available for any legitimate shipper from or through that city.

A grain inspection service can undoubtedly enhance the commercial importance of any city. But in order to do so, such service must be sufficiently and disinterestedly thorough and accurate as to command the confidence of those who may make use of it. In short, such service would be dependent for maintenance upon its good repute. This being patent to all, it is fair to assume that a service established in any city in the state would be directed towards unbiased competency without regard for any other consideration.

W. O. Brackett suggested the appointment of a comite to consider the matter. I move the appointment of a comite of three to consider this matter and report to the assn. at a called meeting two months hence.

Geo. A. Stibbens was called for and in part said: The question of public supervision of lots and grades has been discussed for years. The assns. have been able to bring about a marked improvement. Sweeping and stealing has been reduced or stopped and weighing facilities improved. I wud advise you to keep your

when we can get on an export basis for this same wheat usually 3c per bu. off and frequently only 2c per bu. off.

Some of our grain people with whom I have talked are already growing alarmed at the encroachment of our milling friends on the grain trade and we hear an occasional threat to retaliate by taking up foreign flour accounts. None of us believe that this procedure would result profitably to either ourselves or to the mills. I think we can get together in a different way, and that the results would be very different.

There is a disposition on the part of our milling friends to buy from the producer at the same prices they will pay us. Now one of two things must happen in this case, for instance, if it is bought destination weights and grades, the farmer will in nine cases out of ten get less for his wheat than we would pay him for it, yet making a legitimate profit, or else the mill would suffer an equal loss by taking the chances between f. o. b. and destination weights and grades, besides losing the incidental expenses necessary to the consummation of such trades. Our milling friends can pay us a small margin to furnish the wheat for them, which eventually will not cost them more money and will leave everybody satisfied.

The relations between the Texas millers and the Texas grain dealers are somewhat strained and have been for years. In my humble way I have sought to correct this feeling as much as possible by giving the mills the refusal of any wheat we may have had. Should the same spirit that has existed between the two Assos. and the further encroachment of our mills upon the grain trade continue, it appears to us that it will eventually narrow profits to where they may be on the wrong side of the ledger, possibly destroying both of us, which would be a calamity in many ways. However we feel optimistic. As Texas grows in a grain way, we build elevators and equip ourselves for handling grain economically, I believe our milling friends will eventually meet us half way and each can get his legitimate profit.

J. P. Harrison: I move that our Secy. be instructed to prepare copies of Mr. Kelso's paper and place it in the hands of the Secy. of the Millers' Assn. Carried.

J. Z. Keel: Why will millers buy from Richardson or Rosenbaum and accept their grades and wts. and not accept our wts. or grades? The little man can be just as honest as the big ones. The millers are bldg. eltrs. at good points all over the state. I do not think they have the right to encroach upon our business. They have no right to ship oats. I wish to present for your consideration a photograph of Mr. Gibbs and his miller competitor enjoying a love feast. [Laughter.]

Pres. Gibbs: The only reason the millers did not prevent us from shipping out any good wheat last year was that they did not have storage capacity to hold the wheat needed. The dealers who have put in feed grinding machinery have helped to educate the farmers to the use of manufactured feedstuffs. The thing to do is foster a friendly feeling with the millers.

Trade Conditions.

Papers were presented on, In What Has This Assn. Failed to Improve Undesirable Conditions Affecting Our Grain Trade, Which Existed Prior to Our Organization, or Arisen Since, and What Are the Remedies?

From P. T. Andrews' paper we take the following:

P. T. ANDREWS' PAPER.

Feeling that all of our members are anxious to improve any and all conditions tending to the general advancement and betterment of the grain business, I submit for your consideration and cooperation the following, which our Association has failed to improve:

(1) You have failed to improve harvesting methods; thereby getting, as a rule, a poorer quality of grain.

Remedy—Stop being so greedy and fearful of your competitor getting more grain than yourself, virtually ignoring quality. Make it a point to pay the very highest

prices possible for first-class stuff. Tell the farmer why you gave him more than his neighbor. Tell the neighbor, with tough, poorly-cleaned and off-grade stuff, that you can't use it except at a much lower price, and your reasons for it. Interest your county papers in the importance and advantages of farmers saving their grain properly, and the benefits the farmers will receive by having their grain in first-class condition for market.

(2) We have made no concerted effort to discourage the use of binder twine in sewing sacks. From experience we know that sacks sewed in this way are much more satisfactory in every respect than those sewn with regular sacking twine. It requires more time and expense in empty-



The Ft. Worth Dealers Captured Ex-president Gibbs.

ing sacks sewed with a "grass rope", besides, it looks bad.

(3) We have failed to interest our Legislature to the point of allowing a sufficient appropriation for obtaining and maintaining accurate agricultural statistics. Suggest as a remedy, that each member talk and preach the importance of this measure to our representatives until they give it to us.

(4) We are not vigilant enough in avoiding dealing with dealers in bad repute. Every member should positively refuse to buy from or sell to such parties. Furthermore, I think that when irresponsible and unprincipled dealers show a deliberate effort to rob any of our members, the attorney for our Association should investigate thoroughly and prosecute, criminally if possible, such parties, such services and expenses to be paid by the Association. I could recite one instance where quite a well known outfit of skimmers could have been prosecuted criminally. Think of what an effect such a prosecution would have had generally, and especially on the unprincipled dealer.

(5) You have failed to secure cheaper rates of insurance.

(6) You have failed to educate your members to the point of realizing that there is generally more grain, especially oats, raised, or still in farmers' hands, than reported, thereby causing uneasiness on our part of not getting enough, or as much as our neighbor, resulting in a fight on prices, oftentimes paying unreasonable prices. At the end of the year we find that we kinder "lost out" on the deal. Remember that the farmer also is being educated not to rush in every bushel of stuff raised right from the threshing field.

(7) You have failed to discourage selling large quantities of grain ahead. As a Misourian says, show us a member who has made any money in this way. If you sell oats in June for August and September shipment and the market declines steadily buyers will generally give you a run for your money before you are through filling contracts, and if it goes up—you ought to know how it is.

(8) You have failed to explain or show us why a Texas dealer can't buy from, or sell to, Northern dealers except on their weights. It looks like our climate or something else affects all Texas scales and causes them to weigh inaccurately.

In conclusion, I wish to call your attention to the recent boll weevil quarantine laws of Louisiana and Mississippi, which virtually boycott Texas grain; in fact, most

anything from our state. My understanding is that it is a heavy penalty to ship grain from Texas into or through either of these states. Is it not reasonable to suppose that other states, such as Georgia, Alabama and Tennessee will soon pass similar laws? Should such be the case, think of the serious effect it would have on Texas grain dealers and producers. We all know that a great many of our oats go to La. and Miss. and the Southeastern states, principally for seeding purposes. I regard this matter as being a very serious menace to our industry, and we should take some steps to get our state sufficiently interested to secure, if possible, some modification of the laws already enacted, and enter a protest to other states which

may endeavor to pass such laws as would discriminate against her to such an extent.

From W. H. Wingo's paper we take the following:

W. H. WINGO'S PLAN FOR REFORM.

It might be possible to lessen the number of misunderstandings between our members, also between members and non-members, if every member of this Assn. was bound to confirm each purchase or sale, made by phone or telegraph, by a letter stating exactly what had been done. A business man should have as his motto, "What is worth doing at all, is worth writing down." It should be written down clearly and concisely. If part of the conditions of a trade are left to the imagination, you will at times be surprised at some of the vagaries of the other fellows' imagination.

I will venture the assertion that the Arb. Com. has never yet been called on to settle a dispute, where both parties were in possession of a written Memo., such Memo. being gotten up for the express purpose of conveying the exact terms of the trade made, and exchanged by the parties at time of making the trade. The Assn. should have a set of trade rules covering such points as are liable to cause controversy.

A great many of our members seem to think our worthy Sec. should personally visit their fields of oats, corn and wheat and make an estimate of the acreage and probable yield, at least their actions so indicate, since they refuse to answer an inquiry, even when furnished an addressed and stamped env. They are bound to recognize the importance of this branch of our work, which they so persistently retard by their failure to reply to the inquiries of the Sec. It is a sad state of affairs to think of a prosperous grain dealer soaking from the envelope one of Bro. Dorsey's two-cent stamps, rather than furnish him information of vital interest to every member of the Assn. If these two-cent stamps from Bro. Dorsey, were known to have a value of ten to twenty-five cents each, unless returned, it would tend to lessen the number of stamp collectors, or rather stamp retainers, amongst our members.

The feature of grain statistics seems to be regarded by our Legis. with the same apathy that members of this Assn. show towards these requests for reports. That the dealer and the farmer are both entitled to this, is very plain. If the efforts of our

Assn. officers fail to procure the needed action, it might be a good plan for each member to interview the various candidates and give them to understand you are going to vote and talk for the man that will agree to support a measure to this end. Also get others in your community interested. Explain why statistics are valuable to every farmer as well as to the dealer.

Added to reports as to acreage and condition, we should have a monthly report, through the active season, as to amt. grain in dealers' hands, throughout the state; also, at the earliest time possible, as to actual amt. grain threshed, as obtained from owners of threshers. This would enable our members to form intelligently their views as to existing conditions. As the report from Sec. should simply state amt. of each kind of grain in store, no dealer need have any fear that the amt. of his holdings will become known to his competitor, provided he has any objections thereto.

There should be some plan by which we could have an approximate quotation on oats. This need not indicate any disposition to set a price, to be paid for oats, or for which to sell oats, but as a matter of fact, there is too much irregularity as to prices, both in buying and selling. If the various dealers who buy oats from the streets, could be informed regularly, as to what was considered a fair price for oats under existing conditions, such price opinion being based on the opinions of all the buyers, it is reasonable to suppose that there would be uniformity.

It has been suggested that we should take some action toward the obtaining of a state weighers' Assn. under the supervision of the state, or the T. G. D. Assn. If there is an adoption of the plan of demanding payment of drafts on presentation, it would seem necessary that we have an official certificate, as to grade and weight, attached to draft.

It would seem reasonable, where a shipper presents a certificate of weight, that he be given a clean B-L for a certain amt. of grain. The Rys could well afford this, inasmuch as they would then collect frt. on actual weight, in every instance, thus saving the loss on shipments that are often underweighed by the Rys, as well as saving the expense of auditing claims for O-C on those shipments that are over weighed by them.

Under the head of lack of co-operation of the members, should also be mentioned failure to remit dues promptly. This is carelessness, pure and simple. Some are apt to consider carelessness a sufficient excuse, and the fact that they overlook small matters, simply an indication that they are busy with large affairs. As a matter of fact, a member neglectful of a small debt like the Assn. dues, shows a disposition to rob the Assn. of the time and services of the Sec.

Failure on the part of members to report promptly to the Sec. all irregularities that may arise in dealing with an unreliable firm, deprives the members of an unreliable benefit to be derived from Assn. work. Any member that is treated in an unbusiness-like manner, should at once notify our Sec. stating the facts in the case. Even if it was an unsuccessful attempt, if the spirit shown, was manifestly unfair and you escaped loss by good luck, or unusual foresight, the Sec. should have a plain statement of the case. It does seem that you members who have neglected your duty in this respect, would wend your way homeward, at the close of this meeting, resolved to lead a better life, and when you meet a rogue, not only hit him hard, but through our Sec. furnish every member a club, with which to help swat him on to either reformation or retirement.

One section of our By-Laws states that every member shall be subject to a fine of \$10.00 for each car bought from, or sold to, anyone who has been reported for refusing Arbitration or expelled or suspended from membership in the Assn. While I regard this as an excellent provision, I think the Assn. fails to accomplish what was intended, in that there is no provision, so far as I know, for ascertaining who is violating this rule. It is not customary to expect a culprit to report his own violation of law. Neither is it reasonable to suppose that a member who has violated this By-Law, will go to any great amt. of trouble to get the fine assessed, he will more likely put it under the same head of business as the Sec.'s requests for crop reports and then let it slumber.

It is a well known fact that a local market is often demoralized without any justification. One fruitful source is the readi-

ness on the part of some dealers, to put into the market any man who calls them up by 'phone. Possibly the party is in some business, grocery, Hdw., wagon, yard or what not. However, this does not change the effect, he is not a grain dealer, nor accustomed to handling grain. Usually the oats are standing on the streets, having the full market price bid, by the local grain dealer. The outside dealer is called by 'phone and asked as to what price he can pay for a car of oats. A deal is finally made and the local dealer is forced to see the oats handled by a man who has no expenses to meet as a grain dealer. The next oats are bid on a little higher by the local dealer, who trusts to luck to get out even. The outside dealer is informed by the 'phone worker, that oats has 'ris about half a cent'. True, once in a while, you get a bargain in a car picked up in this way, but sometimes it is an evil smelling bargain and you are confronted by a seller either totally irresponsible or ignorant as to grain, and you have to take your loss as cheerfully as circumstances will permit. Some think the farmer is benefitted by this class of competition. As a matter of fact, it is to the interest of the farmer to deal with a responsible dealer, who will buy his grain any day in the year, paying just what the market will justify, after reserving a reasonable margin of profit. An honest, fair-minded dealer is not only entitled to a profit on what grain he handles, but is a necessity in the establishing a regular market for the farmer's grain.

The other end of this proposition is equally as objectionable. Shippers often work a hardship on the dealer who buys in car lots, selling to his home merchants from the car in broken lots—often six or eight customers to one car load. The remedy, as I see it, lies in our members confining their purchases to regular dealers who are responsible for their trades. Quotations should be confined to car load buyers of the commodity quoted, such buyer being a dealer. In my opinion, no member of this Assn. should have a car load transaction, with any other than a dealer, unless it be at a point where no dealer is located. Also, I think, everything being equal, we should deal with a member of this Assn. rather than a non-member.

Some mention has been made of a uniform system for the S. E. trade in seed oats. To my mind, the most fruitful source of trouble has been the readiness of the Texas dealer to close a trade with any irresponsible party who asks for a quotation. I do not think any action should be taken, based on the assumption that the dealers in the S. E. are any worse than, or different from, dealers in any other territory. As a matter of course, if a Tex. dealer ships a car of oats to an unreliable man, in Georgia, or the Carolinas, and the consignee tries to act unfairly, the Tex. man is more likely to sustain a serious loss, than if the stuff was nearer home. That there should be uniformity, there is no question. If part of the Tex. dealers quote on D/D terms, while some quote "Payable on Arrival" the first will either have to recede from their position, or else do very little business. If the Assn. decides on drfts. payable on demand, or any other plan, it should not be a plan simply for one state or one section, but should include all business done. On the adoption of any certain plan, the trade should be notified by circular letter from our Sec., stating what rules had been adopted, also setting forth why it had been found necessary to follow this plan. This letter should also make plain that this Assn. does not countenance any unfair business methods from our members and that if the trade was treated unfairly by any member of the Assn., a complaint to the Sec. would receive prompt attention. This would put the buyers on notice that there were advantages in dealing with a member of this Assn.

Adjourned.

Saturday Morning Session.

As a large number of the members went to the stockyards to get a crimp put in their noses, the morning session was not called to order until 10:30 a. m.

After the invocation by Rev. R. R. Hamlin, Judge Geo. A. McCall, the Assn.'s attorney, addressed the meeting on the legal status of the assn.'s work.

Upon motion by Mr. Stark, seconded by Mr. Belew, the assn. proceeded to the day's program.

Mr. Smith, of Celina, read a paper on

What Can We Do to Increase the Demand for Texas Red Rust Proof Seed Oats? from which we take the following:

MR. SMITH'S PRESCRIPTION FOR THE OATS TRADE.

Take our oats to-day, and comparing them to the average oats of 1900 and on back for several years, they have certainly retrograded. Why have they lost their genuineness as compared with former years? The grain dealer is largely responsible. I do not say all, but some are. In the spring of 1901 the Texas pure red rust-proof seed oats were very scarce and high priced. The Kansas and Territory red oats, such as they were, could be bought for much less money. For greed of large profit many of the Texas dealers rushed Northern oats in here by the car load and sold them straight to the farmers as pure rust proof oats, or mixed them with their genuine Texas oats and sold all as pure Texas red rust-proof oats. If in 1901 Texas dealers and farmers had not had enough pure Texas red rust proof oats to seed the acreage, it would have been better for them had they let the small acreage lie unplanted for that year. We would now have had purer and better oats, and it would have been dollars in the pockets of both farmers and dealers. But the die is cast, and we must in a way undo the mischief we did in 1901. A farmer in our immediate section is preparing to gather the longest heads and purest red oats he can find in his field. I have no doubt that in a few years he will be selling his neighbors oats for seed at a dollar per bu. This seems to be one of the best solutions toward getting a better grade of oats, and the association should urge every farmer to improve his oats. It certainly means more dollars to the farmers as well as better oats for the dealers to handle.

Of course we cannot dictate to our farmer friends, but we can urge that the oats be well shocked or stacked so as to keep bright and be in good condition for clean threshing. I believe stacking oats awaiting the threshing will bring excellent results. If well stacked, it insures the farmer good, bright grain even if we have hard rains. If the rains do not come the grain gets brighter in a large stack than in the shocks. In order to make our suggestions along this line impressive, we can and should pay the farmer who brings in nice clean oats more money than for the stained oats. We must discard the practice of paying almost as much for low grade oats as we do for bright oats, and then mixing all together and shipping all as one grade. Every dealer should grade his stock of oats and keep the pure red rust proof oats for seed when the demand comes. We have had farmers bring in both wheat and oats that would hardly grade, and then tell us that Mr. Jones at the next town would pay, or had offered him just as much as he did Mr. Brown, who had all around No. 2 grain. I simply tell him to let Mr. Jones have his low grade stuff and I will take goods like Mr. Brown's at more money.

For the next few years it will certainly pay the Texas dealers to select the oats we ship to the Southeast and other points where we have lost ground. In the last few years many of our Texas dealers have bought Kansas and Territory red oats, shipped them to Memphis and other points and rebilled as Texas pure red rust-proof oats. The planters in the Southeast have sown these oats in good faith for Texas oats. The results were unsatisfactory. The next year he sees the Kansas red oats and they look to be the same oats, so being tempted by a 5 lb. per bu. cheaper price he tries them and gets the same results he did the year before with what he considered the Texas oats. He gets disgusted with the premium on our oats. In order to regain our prestige in the Southeast we have got to warn the responsible dealers against this practice.

Another disadvantage we have, some Northern points have a big advantage over us on freight to the Mississippi crossings. We ought to make some move for better freight rates on oats from Texas to these points, so that we can compete in the Southeast.

It now seems that we are going to get back into Louisiana alright, and the quarantines will not be a great drawback as we expected.

QUALIFICATIONS OF MEMBER-SHIP.

C. F. Witherspoon read a paper on What Shud Be the Essential Qualifications

for Membership in the Texas Assn. from which we take the following:

J. F. Edwards read a paper on the same subject, from which the following is taken:

J. V. Neuhaus read a paper, from which we take the following:

Secy. Dorsey. read the paper of E. E. Bloctek.

G. J. Gibbs read a paper on the same subject, from which we take the following:

Demand for Texas Oats.

Paper on What Can We Do to Increase the Demand for Texas Red Rust Proof Seed Oats? by E. G. Beall, from which the following is taken:

E. G. BEALL'S SUGGESTIONS.

1st. I believe that this association and its members should insist on farmers improving their seed by selecting Texas red oats free from black oats and all other mixtures. All must admit that Texas oats have very much deteriorated the past three years, for which many of us are largely responsible, as Kansas and California oats were shipped into Texas and sold for seed in the year 1900, and Texas red oats are badly mixed to-day on account of it.

2nd. In quoting our Texas Red Rust Proof Seed oats to the Southeast we have not maintained the high standard of quality due our Texas red oats as compared with seed oats from other sections. Many of us have been guilty of shipping Indian Territory, Oklahoma and Kansas oats as Texas oats, either by re-billing from Texas points or by taking Texas bill of lading from Memphis or New Orleans, all of which is a grave detriment to Texas seed oats, for it soon creates the impression in the minds of people in the Southeast that seed oats are as good from one territory as another, when in fact we have the finest seed oats for that territory that is raised. Yet by the above practices a party might buy a car of Texas seed oats as he thought and a car of Kansas seed oats, and yet practically all be from the same territory. This tends to destroy the feeling in the Southeast that has long existed, that Texas Red Rust Proof Seed oats were far better than those from other states.

3rd. I believe this association should take steps to advertise our Texas red oats at the St. Louis world's fair both by sample and literature, as by this advertising I believe we can largely increase the demand from the Southeastern territory.

4th. And lastly I would strongly insist as is well known to you all that there is nothing that will create so strong and stable demand for our Texas oats as to buy them at a price on a parity with Northern oats, for we must realize that the production of our Texas oats has exceeded the seeding demand and that we must look to the feed and export trade for a large proportion of our sales of Texas oats, for when this is done there is no reason why we should not be to-day enjoying a good export trade to Cuba and other countries, as we do with wheat and corn in which we must meet the price of November oats.

W. O. Brackett read a paper on the same subject, from which the following is taken:

The soil of Texas seems to be particularly adapted to the growth of oats of quality far superior to those common to other sections and the grain trade of Texas was for many years more identified with the handling of the oat crop than any other, and oats were long practically the only grain which Texas was able to sell to the Southeastern States, where for years a large trade was had and at values invariably higher than those which oats from other sections were accustomed to command. These conditions have undergone a rapid change during the past three years and Texas is apparently in danger of losing her position as a source of supply for the oat demand of the southeast and finding herself debarred from her chief outlet, without which her surplus, if any, could not be disposed of to profitable advantage.

The short crops and high prices of the years since the destruction of the crop by the aphid will account for some of the difficulty of selling Texas oats east of the Mississippi since then, but the true causes of the trouble lie farther back and were beginning to be felt before 1901. The gifts

of nature are no less lavish now than heretofore, the soil is as rich and the seasons as favorable and the evil must therefore be attributed to human agency and error. In fact, errors and vicious practices are not far to seek, and unless speedily remedied, will soon fulfill in our business the proverb of the sower of the wind, who reaps the whirlwind.

The Texas dealer has too long reposed on the confidence that our oats could be depended upon to sell at a market premium over others, simply because they bore the trade mark "TEXAS." Our markets are southern markets, and the South has been a creature of habit, prone to prejudice and loath to leave old ideals. But the spirit of the Twentieth Century is breaking the spell of the old South, and sentiment giving place to shekels as a denominating factor in business transactions. They have bought Western oats for three years and have found them satisfactory and while Texas may claim preference at equal prices on account of superior quality, the old time premium values are gone forever. Business in the Southeast must be based on what the West is doing or pass from us for all time.

The "perennial bullshiness" of the Texas dealer must be sternly suppressed and laid aside with other foibles of pre-association times, and instead of dreaming of the Midas' touch, turning oats to gold, must awake to facts and get down to business. Unless drastic reforms are speedily adopted in several respects, we cannot hope to stand for long, even on equal terms with our competitors in other territory.

As usual, man's avarice and short-sightedness threaten to destroy the benefits conferred by nature. Too many dealers have for present gains introduced substitutes for Red oats in the country, which, when planted, have brought forth mongrel grades of oats that are no more true Texas oats in the old sense than if they came from California or from Illinois direct. Indian Territory and Texas oats have been shipped to Eastern markets as genuine Texas, by carefully devised methods of billing designed to avert suspicion and the miserable results from the planting of such stuff stand now charged against the genuine Texas oat and must surely be atoned for. It has not been a question with too many of us of giving in good faith exactly what we sell, but rather of simply giving something barely able to pass muster, regardless of future consideration.

Along this line we have tolerated a growing tendency to poor preparation of the grain by the farmers. Rather than blow a few high priced oats over into the straw, the farmer allows much straw and chaff to remain in the oats, knowing that the dealer is not likely to dock the price on that account.

Poor sewing of sacks, making packages unsightly to the eye and unfit for transportation any great distance, is also calmly tolerated. The West, our competitor, is taking up every modern method to improve the service rendered to its customers—cleaning grain, sacking in even weights, improving and inspection supervision, while we in Texas are still shipping the majority of our oats in every respect as we did twenty years ago.

Our anxiety to sell a greater number of cars than our competitors and the impulse to gamble on a one-sided market, have led us for years to sell short at certain seasons by trainloads to the Southeast, resulting in a glut of rejected shipments and the worst possible injury to our best markets—the dark legends of Hazlehurst and Americus seemingly have no warnings to cool our ardor.

Upon motion the President appointed the following comite to draft resolutions of respect on the death of members and Col. C. T. Prouty, of the Okla. Assn.: J. P. Harrison, E. G. Rall and C. P. Shearn.

J. C. Whaley: There is really no friction between the millers and grain dlrs. and I think we shud give our time to more important matters. I have no grievance against any dealer of the state and if any dealer has one against me he has kept it to himself.

Frank Kell: One of the greatest benefits we cud secure wud come thru the amendment of the Interstate Commerce Law, so as to give the commission power to say when rates are too high and rectify. It shud also have power to inspect books. The Texas Commission has given us the

lowest rates of any state and yet it has proved of benefit to the rldrs. as well as the people.

Trade Rules.

Jules Jockusch was on the program for a paper on What Shud Be the Trade Rules of the Texas Grn. Dlrs. Assn.? but had none, so presented a draft of trade rules patterned after the Natl. Assn. with the recommendation that they be referred to a comite of three and the comite's report referred to the executive comite for adoption.

The motion was carried and the President appointed J. Jockusch, W. W. Andrews and J. T. Stark.

J. A. Hughes presented the following report, which was adopted:

Resolved, that we accept with many regrets the resignation of our esteemed Pres. G. J. Gibbs, who retires from the grain business and wish him much success in his new connections; that his name be continued on our roll as an honorary member without dues or other cost to him and that he be invited to meet with us at our next annual meeting as guest and at the expense of our association.

Mr. Gibbs thanked the members for the action taken.

J. P. Harrison presented resolutions of respect on the death of John Williams of Bell and Col. C. T. Prouty of Kingfisher, O. T.

J. Z. Keel spoke feelingly on the life of Col. Prouty.

The resolutions were adopted.

Frank Kell addressed the meeting on the effect of the Boll weevil on the grain business and recommended the assn. use its influence with the state legislature to secure the establishment of a pest commission to fix a quarantine line so that grain can be shipped from districts not infested. I move the appointment of a comite to draft a resolution to this effect. It was carried and Chairman Keel appointed F. Kell, J. P. Harrison and E. Early.

W. D. Allen thot the action impracticable.

Mr. Gibbs moved that \$25 be appropriated for the expenses of the comite working to secure the amendment of the Interstate Commerce law. Carried.

C. F. Gribble moved that \$50 be appropriated for assisting the Federation of Business Men in securing the repeal of the occupation tax.

W. O. Brackett presented a resolution of thanks to the grain dealers and the press, which was adopted.

Mr. Bock, of Mineral Wells, extended an invitation to the dealers to visit his city.

Secy. Dorsey read a resolution adopted by the city council of Dallas inviting the assn. to make its permanent hdqtrs. in that city.

Upon motion the secy. was instructed to thank the city council of Dallas for the invitation and it was ordered filed.

J. F. Edwards spoke in favor of establishing hdqtrs. in Dallas and explained that it was not intended that all the meetings of the assn. be held in any city.

The election of officers resulted in the selection of J. Z. Keel, of Gainesville, for President; Eugene Early, of Waco, for 1st Vice-Pres.; L. G. Belew, of Pilot Point, for 2d Vice-Pres.; H. B. Dorsey, of Weatherford, for Secy.-Treas.

As additional members of the Executive Comite, C. F. Gribble, of Sherman; C. P. Shearn, of Houston, and J. C. Whaley, of Gainesville, were elected.

Adjourned.

THE BARBECUE.

On Friday afternoon the visiting dealers were tendered a barbecue, at Handley, by the grain dealers of Fort Worth, a special train of trolley cars being provided to convey them hence. The meats were so toothsome that some ate greatly in excess of their carrying capacity. After all were filled, jollies and boquets were tossed about in wild profusion by the Assn.'s first president, J. P. Harrison, Deacon Keel, the portly Gibbs and Sunday School Belew. E. R. Kolp distinguished himself and silenced several would-be orators with his touching melody entitled, "It may be so." Capt. Padlock, of the local Board of Trade, didn't do a thing but talk.

After the speeches all repaired to the pavilion beside Lake Erie, enjoyed the lake breezes and entrancing music. A few brave couples kept busy with waltzes and two-steps. The stags in the balcony being refused admission to the dancing floor, without a lady, were again sorry that they had left their sweethearts at home.

CONVENTION NOTES.

But one man from Kansas—Secy. E. J. Smiley.

The Frisco provided refreshments for everyone.

One Kansas City man—I. Updike, rep. J. Rosenbaum Grn. Co.

The only machinery man present was T. P. McGowen, of The Fairbanks Co.

Two Indiana dealers in attendance, W. E. Hurd and E. E. English, Logansport.

Indian Ty. dealers in attendance were J. W. Bower, Broken Arrow; J. R. Ralls, Ryan.

J. S. Wylie, Secy. of the Commercial Club, came along to look after the Dallas delegates.

Oklahoma was represented by Alvin Harbour, Oklahoma City; A. H. Jackman and C. F. Prouty, Kingfisher.

Everyone joined the Buttinsky Club except Dorsey. He refused a life membership ticket, altho it was free.

The old Arbitration Comite was re-elected. It consists of W. O. Brackett, W. W. Andrews and T. M. Sleeper.

Saturday afternoon about thirty-five of the dealers formed a party and departed for Mineral Wells, where two days was spent in recreation.

Kolp was ever ready to sing his favorite ditty, "It may be so, it may be so; but, it sounds to me like a lie," and insisted the air is that of "Auld Lang Syne."

It wud be much pleasanter and the meetings wud be better if more of the dealers wud bring their better halves. Only a few were in attendance at this meeting, including Madames Dorsey, J. Z. Keel, W. L. Keel, Shearn, Shirley and Miss Rone.

New members admitted were Allen Cary Lumber Co., Marlin; Jabel Reader, Houston; Prosper Mill & Eltr. Co., Prosper; Farmersville Grain Co., Farmersville; Crouch Grain Co., Hubbard City; Commerce Milling & Grn. Co., Commerce; S. Edwards, Seymour; Rowell & Ingram, Terrell; J. E. Ewine & Co., Houston.

Fort Worth dealers looking after the visitors were C. Adams (a recent benedict), W. W. Andrews, T. T. Bibb, D. Boaz, K. F. Dazey, J. A. Dryden, R. M. Kelso, E. R. Kolp, J. A. Mugg, J. H. Moore, T. G. Moore, G. C. Mountcastle, E. G. Rall, S. H. Ranson, M. Sansom, J.

A. Stephenson, F. Straughn, J. G. Watkins.

Railroad men in attendance were A. J. Chapman, J. R. Chisman, of the N. C. & St. L.; R. C. Cowardin; J. F. Doland; L. C. Nefler; M. O'Connor; U. S. Pawkett; R. W. Tipton; J. N. Templeton, of the So. Ry.; J. G. Thompson; W. J. Tremaine, and E. M. Winstead.

Among the Texas dealers in attendance were: L. E. Allen, Marlin; W. D. Allen, Kosse; P. T. Andrews, Waxahachie; C. W. Barrett, Temple; E. G. Beall, Van Alstyne; W. A. Bell, Farmersville; L. G. Belew, Pilot Point; C. A. Bickley, Merit; O. H. Black, Leonard; R. W. Burrage; Gainesville; W. O. Brackett, Sherman; R. Campbell, San Antonio; J. L. Cleveland, Cleburne; S. H. Colwick, Clifton; J. A. Cox, Iowa Park; E. W. Crouch, McGregor; E. B. Doggett, McKinney; H. B. Dorsey, Weatherford; W. L. Dowlen, Windom; E. Early, Waco; J. F. Edwards, Dallas; S. Edwards, Seymour; G. E. Felton, Dallas; W. R. Fields, Howe; J. T. Fortson, Rice; G. J. Gibbs, Clifton; C. F. Gribble, Sherman; W. H. Griffith, Godley; J. P. Harrison, Sherman; W. B. Harrison, McKinney; I. C. Hayes and S. W. Hayes, Crowley; C. S. Henderson, Sanger; I. B. Holt, Justin; J. A. Hughes, Howe; N. T. Hughes, Meridan; A. P. Hughston, Plano; W. J. Jarvis, Hubbard City; J. G. Jones, Wichita Falls; R. C. Jones, Seymour; J. W. Jockusch, Galveston; M. J. Kavanaugh, Terrell; J. Z. Keel and W. L. Keel, Gainesville; F. Kell, Wichita Falls; J. J. Knight, Dallas; D. C. Kolp, Jr., Wichita Falls; O. P. Lawson, McGregor; S. E. McAshen, Houston; W. H. Marshall, Whitesboro; A. L. Mayhew, Cisco; M. L. Moore, Commerce; J. V. Neuhaus, Huston; W. L. Pitts, Marshall; J. A. Posey, Midlothian; J. A. Read, Blum; J. C. Reader, Houston; A. Reid, Venus; T. J. Rone, St. Jo; J. T. Rowell, Terrell; W. P. Rorex, Prosper; E. Schiff, Greenville; C. P. Shearn, Houston; B. K. Smith, Houston; N. W. Smith, Rivista; S. W. Smith, Blum; Mr. Smith, Celina; J. T. Stark and R. L. Stevens, Plano; H. G. Stinnett, Sherman; C. R. Terry, Corsicana; E. A. Turner, Van Alstyne; W. D. Van Wagenen, Houston; H. Waldo, Collinsville; J. C. Whaley, Gainesville; W. H. Wingo, Wills Point, and C. F. Witherspoon, Denton.

To experienced, observant, conservative people like ourselves the wonder is where "the lambs" for "the slaughter" continually come from. The newspaper baiting, no doubt, adds to the supply.—Pope & Eckhardt Co.

The same weight of ears shelled out 728 bus. in one case and 83 bus. in another, according to the Department of Agriculture, on account of the cobs being thick in one case and thin in the other.

Books Received

CAR SERVICE RULES.—We are indebted to Geo. T. King, grain broker, for a copy of the Rules and Regulations relating to Storage, Demurrage and Car Service in Virginia, as prepared and prescribed by the State Corporation Commission, and in effect May 16, 1904. Included in the pamphlet of 32 pages is the full decision of the Supreme Court of Appeals of Virginia, in the case of the Atlantic Coast Line Railway Co., sustaining the rules of the Commission as being reasonable, just and valid.

Program National Hay Meeting.

The program of the eleventh annual convention of the National Hay Assn., to be held at the Forest Park University Hotel, St. Louis, Mo., June 14-15-16, is as follows:

JUNE 14, 9:30 A. M.
Invocation.....Rev. Naphthali Luccock
Welcome.....Mayor Rolla Wells,
On Behalf of the City of St. Louis.
Welcome.....Pres. H. H. Wernse
and Asst. Secy. H. W. Whitmore,
On Behalf of Merchants Exchange.
Response on Behalf of the National
Hay Association
.....G. S. Loftus, St. Paul, Minn.
Reading of minutes of Convention of
1903.
Report of Board of Directors.
Report of Secretary-Treasurer.
Appointment of Committees.
Address, "Co-operation between Com-
mercial Organizations"
H. S. Grimes, Pres. Grain Dealers
National Assn., Portsmouth, Ohio.
Report of State Vice-Presidents.

JUNE 15, 9:30 A. M.
Report of Commissioner.....
John B. Daish, Esq., Washington, D. C.
Report of Delegates to National Board
of Trade
.....Charles England, Baltimore, Md.
Address, "The Constituents of our
Hay Crop" (Illustrated with
Stereopticon)
.....Hon. W. J. Spillman,
in charge of Grass and Forage
Plant Investigation U. S. Dept.
of Agriculture, Washington, D. C.
Report of Committees.
Interstate Commerce Law—George T.
McComb, Chairman.
Transportation—J. P. McAlister, Chair-
man.
Grades—E. L. Rogers, Chairman.
Statistics—S. T. Beveridge, Chairman.
Legislative—J. A. Brubaker, Chairman.
Arbitration—J. W. McCord, Chairman.
Terminal Facilities—W. A. McCaffrey,
Chairman.
Standard Bale—H. M. Strauss, Chair-
man.
Quotations—E. A. Dillenbeck, Chair-
man.

JUNE 16, 9:30 A. M.
Report of Special Committees.
Address
.....W. P. Trickett, Commissioner
Kansas City Transportation Bureau.
Unfinished business.
New business.
Report of Nominating Committee, and
election of Officers.
Installation of Officers.
Adjournment. Sine die.

WEDNESDAY EVENING.

Entertainment at Forest Park Highlands.
Tendered by Local Committee.
Opportunity will be given for discus-
sion of the various reports.

There will be an exhibition of all
grades of hay and straw, in a pavilion
near the hotel headquarters.

Russias gain over the United States in
wheat exports to Great Britain is likely
to be lost on account of the Japanese
war. In 1901 Great Britain imported 66-
855,000 cwt. from the United States and
2,541,000 from Russia, while in 1903 the
imports from the United States had fallen
to 44,294,000 and those from Russia had
increased to 17,176,000 cwt.

Annual Meeting Oklahoma Dealers

The annual meeting of the Grain Dirs. Assn. of Okla. and Ind. Tys. was called to order at 10:25, May 17, in the Commercial club rooms, Oklahoma City, by Pres. E. D. Humphrey of El Reno, who said:

Seven years ago when we held our first meeting we had but a half dozen present and I assure you it pleases me to see so many in attendance today. Our membership has grown to 175 members, who in addition to their home stations operate 150 other stations.

We will now hear from Charles S. Clark of the Grain Dealers Journal, Chicago.

Mr. Clark addressed the members on Each for All and All for Each.

A. H. Jackman, Chief Territorial Grain Inspector, read the following paper on Oklahoma Inspection; Methods and Plans Suggested:

OKLAHOMA INSPECTION.

In Feb., 1899, just ten years after the opening of this Territory to settlement, a bill known as "House Bill No. 165, entitled: An Act providing for the organization of Public Warehouses, and to regulate the warehousing and inspection of grain in Public Warehouses and otherwise, and providing for the appointment of Grain Inspectors," was introduced by Hon. Thos. Reed of El Reno, who was then speaker of the house, and after a long and bitter struggle was finally passed and became a law; largely through the untiring efforts of Speaker Reed. The bill as passed and now in force suffered so many changes while in the hands of the House, that its author, Mr. Henry Lassen of the Canadian Mill & Elevator Company of El Reno, was unable to recognize it in any other way except by its title. Notwithstanding the fact that many changes were made, it has served a good purpose, but it is now totally inadequate to the needs of the Territory.

Soon after the passage of this bill, the Governor proceeded to put it into effect by appointment of our first Grain Inspector, the late Col. C. T. Prouty of Kingfisher. And it is with the most profound respect that I refer to him. It was through his splendid ability that our inspection was made what it is to-day. I think every man in this Association will bear evidence of the truthfulness of these statements that there is not another State or Territory in the Union in which the grain inspection department has given such universal satisfaction as has Oklahoma's under my predecessor, when you take into consideration the defects in the law now in force. The carrying out of the spirit of this law has resulted in a saving to our farmers of thousands of dollars. It assured to the grain dealers and shippers of our grain, a just and honest grade when it reached the market, and thus enabled them to give the farmer an equally honest grade. Thereby placing our farmers and grain dealers on an equal footing with those of our sister states. This law has some very vital defects that should be corrected.

One of them is this provision in Sec. 32, "That the Chief Inspector shall appoint assistant inspectors; provided he shall not appoint more than three. Does not every grain man in this Territory know that it is a physical impossibility for three men to inspect the vast amount of grain raised in our fair land?"

Another serious defect is contained in Sec. 36, relative to the compensation allowed the inspectors. It provides that the compensation of the Chief Inspector shall not exceed \$1,000 per year, and that the assistant inspectors shall not receive over three hundred dollars each. Good men cannot, and will not give their time for any such compensation. The inspectors doing duty to-day are in the employ of grain dealers at the various points, and it is through their generosity that the inspectors are permitted to devote the necessary time to the inspection of grain; comments on this system are unnecessary.

I would suggest that this Association as a body, or by means of a committee,

study carefully every section of this bill and determine what amendments should be made to it, and then that another committee be appointed to go before the next session of our Legislature to assist in the passage of the amendments thereto.

Another matter that I would like to have placed before your honorable body for discussion, is the rules providing for grain inspection. Our rules now in force make no provision whatever for the inspection of red oats. And there are other points on which I would like the advise of your body, or a committee of same, before going before the Grain Commission of the Territory, to whom I make my reports and to whom all rules must be submitted for approval before becoming legal and in force.

H. C. Bradford addressed the meeting On What Basis and to What Extent Shud Millers and Grain Dealers Accept Wheat on Storage from Farmers. This subject is familiar to me, so I will talk from notes. When wheat begins to move in big lots, we have to go around and see our banker quite frequently. Then shortly the banker calls us up and wants to know if it is necessary to use all the funds of the bank in the grain business. The farmer wants to store and we take it in. The banker keeps after us and as the market goes higher we sell and square ourselves with the banker. We feel that our profit is made and we consider the advisability of taking a trip to Colorado. The next day wheat drops a cent and we become uneasy, so hedge against our outstanding certificates. We get whipsawed either way the market goes.

The only way to store grain safely is to provide steel storage, save the insurance, charge one cent a bushel whether the market goes up or down and always keep on hand the full amount of wheat called for by outstanding certificates. I think the storage business is legitimate and will prove profitable if carried out along these lines. It is an accommodation to the farmer and we can well afford to help him.

Wm. Murphy favored the meeting with Swede stories and won applause and laughter.

F. D. Stevens spoke on the Relation of the Oklahoma Grain Dealer to the Oklahoma Miller: The miller must have wheat to keep his mill running and we shud help them get it. It is to the common interests of the millers and the dealers to work together, and deal fairly with one another.

We have recently organized the Central

Grain Dirs. Assn. of Kans. at Wichita and are taking into membership both millers and grain dealers in hope of inducing all to work harmoniously together. We did not think one assn. could attend all the grain interests of the big state of Kan. so we hope to improve trade conditions. Mr. Frasier, the Secy. of the new Assn. is here and I wish to give-way to him.

F. W. Frasier was called for and addressed the meeting on the new assn. and the Federation of Assns. which is working to remove railroad discrimination in Kans. The agitation against the railroads has resulted in the railroad managers riding over the state asking the workers in this reform to come and see them.

Until the railroads give us the same export rates that Kansas City has we will continue this fight, and we want our local rates cut in two and then Kansas will have higher rates than other states. We will not deal with one road, but only with all of them. Already we have a new railroad bill drafted and copies are being sent broadcast over the state. In it are incorporated the good points of several state railroad laws. We propose to enact it into law and not be led astray from our purpose by railroad attorneys.

Mr. Murphy told how Mr. Robb led in prayer and Mr. Robb reciprocated.

Secy. Geo. A. Stibbins was called for and after extending an invitation to all dealers to attend the annual meeting of the Grain Dirs. Natl. Assn. in Milwaukee, June 22-3 and 4 he spoke on The Benefits and Advantages Derived from Perfect Organization Among all Regular Grn. Dirs.: Seven years ago nineteen dealers of southwest Iowa, where I was engaged in the grain business, met and organized the first assn. west of the Mississippi. It took us a year and a half to gain recognition from the receivers in the terminal markets. By degrees assn. work has spread over the entire grain surplus territory until today we are well organized and the conditions in the country as well as in the terminal markets has been greatly improved. You have been advised of some of the work done by our Advisory Comite especially at St. Louis, Memphis and New Orleans and our work is but started.

H. C. Bradford: I wish to move that the chair appoint a committee to draft resolutions of respect for our deceased secretary. Carried. The president appointed E. M. Flickenger, H. C. Bradford and C. W. Goltry.

P. F. Lucas: I have met with the Okla. Assn. a number of times and I am



Every Dealer Carried a Yard Stick as a Souvenir of Oklahoma City's Street Carnival.

pleased to tell you that I find more harmony among the dealers of this Territory than any of the state assns. I attend. Conditions are such that not much of your grain longer comes north, but we hope that the reported failure in Indiana and Ohio will at the opening of the new crop bring some of your grain our way.

The meeting adjourned to 2:30.

Afternoon Session.

The afternoon session was not called to order until 3 p. m. as every one had to see the street parade. Pres. Humphrey called for the reading of the minutes of the last annual meeting.

Secy. C. F. Prouty read the minutes, which were approved.

Secy. Prouty read his annual report, from which we take the following:

SECRETARY'S REPORT.

Your present acting Secretary begs leave to submit the following report. Since I have only been acting as your Secretary since last December I am unable to give you a full detailed report of all meetings and other happenings that have transpired since your last annual meeting, which was held in Kingfisher, Jan. 21st, 1903. I will say, however, that since my election I have been exceptionally busy on my rounds making a personal acquaintance with members of the Asso., listening to their wishes and desires and getting their best suggestions, and otherwise making myself familiar with the workings and operation of the Asso. as it concerns each individual member. For some time I was handicapped on account of failure to receive transportation which prevented me from making some trips I would otherwise have done. This difficulty, I am glad to say, has been overcome to a degree, with prospects of transportation on all Oklahoma lines in the near future. I have been using my greatest energy for the best interests of the Asso. and I feel more convinced than ever before that the Oklahoma and Indian Territory Grain Dealers' Asso. is one of the strongest of its kind in existence to-day and is sure to be a grand success. While there may be a few disturbances in certain sections, the Asso. as a whole is bound to succeed, and be a power that will be of great benefit not only to the grain dealer and grain receiver, but to the producer as well. This Asso. does act and must eternally act on the principal that "In union there is strength," and I earnestly ask every member to co-operate with me and with each other for the best interests and success of this organization for mutual benefit.

Among some of the many suggestions that may be offered by way of improvement, I would suggest that this Asso. adopt some set form of rules and regulations as to transactions that may come up for arbitration by which the Board of Arbitration may be governed in giving their decision. No grain dealer should either sell or buy any grain without having or giving a clear written contract or confirmation stipulating terms, conditions, etc., in a way that cannot be misunderstood, no matter whether the transaction or sale, or purchase was made by phone, by wire or by personal conversation; and thus many differences and cases for arbitration will be avoided. I would also suggest that every means be used whereby our Official Oklahoma Inspection shall be recognized on a parity with the official inspection of our adjoining sister states.

I have also noticed in my brief experience as your Secretary a condition in certain localities that should not exist among business men of good judgment. Why certain grain dealers will work on a good margin when wheat is cheap and receipts heavy for two or three months in the year, and then work for the larger part of the remainder of the year on absolutely no margin at all when wheat is very high and receipts very light, is something I cannot explain, and it represents a condition incompatible with good business sense and judgment that ought to be effectually remedied.

I find according to the records in my possession, that the Asso. has at this time 175 active members, which is an increase of 25 over the membership reported at your last annual meeting.

Treasurer Prouty read his annual report as follows:

TREASURER'S REPORT.

From Feb. 1, 1903, to May 1, 1904—	
Total receipts from all sources	\$3,612.50
Expenditures—	
Traveling expenses	\$ 769.95
Phones and telegrams	120.50
Stamps and express	162.10
Printing	229.25
National dues	210.00
Attorney fees	25.00
Salary	1,500.00
Clerk hire	600.00

Total expenses\$3,616.80
Due the Asso. from members on dues, \$136.00. When paid will leave a balance in the treasury of \$131.70.

settlements of unfilled contracts are to be on the basis of the nearest market.

E. M. Flickenger of the Committee on Resolutions presented the following resolutions, which were adopted by a rising vote:

MEMORIAL.

Oklahoma City, O. T., May 18, 1904.
It is with profound sorrow and regret that we have been compelled to record during the past year the death of our very worthy Secretary, Col. C. T. Prouty. We greatly miss his genial presence and smiling countenance in our annual meeting of to-day.

The New Directory.



Pres. E. D. Humphrey—E. M. Flickinger—Sec'y C. F. Prouty.
C. W. Goltry; G. A. Masters; W. A. Humphrey; W. M. Grant.

The secretary's report was adopted as read.

The treasurer's report was, upon motion, referred to the Executive Committee for auditing.

E. D. Humphrey of El Reno was nominated and elected unanimously for President for the ensuing year and thanked the members.

Buran House of Oklahoma City was re-elected Vice-President.

C. F. Prouty of Kingfisher was re-elected Secretary-Treasurer.

J. C. Robb moved the appointment of a nominating committee of three to select the Governing Board.

H. Lassen, H. C. Bradford and Mr. Rankin of Enid were appointed.

After an intermission of 10 minutes the committee reported C. W. Goltry, Enid; Geo. A. Masters, Perry; E. M. Flickenger, Kingfisher; J. T. Bradford, El Reno; W. M. Grant, Oklahoma City, and W. A. Humphrey, Guthrie.

The report was accepted and the Secretary instructed to cast the ballot of the assn. for the nominees.

Upon motion the Board of Directors was constituted a Legislative Committee to make an effort to secure the needed amendments to the Grain. Inspection Laws.

The old Board of Directors recommended the adoption of the Trade Rules of the Grain Dealers Natl. Assn. They were read by A. E. Stephenson.

The rules were adopted with the exception of Rule 4, which was amended so as to eliminate contracts by telephone, and

For the past several years since his close connection with the grain dealers of Oklahoma, Colonel Prouty has so conducted himself that a unanimous grain fraternity with whom he has been associated and to whom he has been of such great help and benefit, shall ever kindly remember him as the man to whom is due more than to any other person, the great honor and distinction of having made Oklahoma Inspection and the Oklahoma Grain Dealers Association, the grand success it is to-day as an organization of great social profit and benefit to all its members.

Colonel Prouty was an enterprising and exemplary citizen of great sterling character, who lived in the right, and acted in the right, as he saw the right regardless of fear or favor from his friends, and he made new and lasting friends everywhere he went, and was extremely popular with all his acquaintances who mourn with us his untimely death; therefore, be it

Resolved, That this Memorial be spread upon our minutes, and that a copy be sent to Colonel Prouty's bereaved family to whom we extend our sincere and heartfelt sympathy in this, their great bereavement.

H. C. BRADFORD.
C. W. GOLTRY.
E. M. FLICKINGER.

E. J. Smiley, Secretary of the Kansas Assn., extended an invitation to the dealers to attend the annual meeting of the Kansas Assn. in Kansas City June 7 and 8.

G. A. Aylsworth: I have nothing to say except that I have had a mighty good time in Oklahoma City. We believe we can show you a good time if you will cum to Kansas City during the meeting of the Kans. Assn. We are expecting Michigan and Northern millers to cum to Kansas City for Oklahoma wheat and

we wish to get better acquainted with you. A. E. Stephenson invited the Assn. to hold its next meeting at Enid and the invitation was accepted.

The meeting then adjourned.

THE BANQUET.

At 9:45 Wednesday evening 148 grain dealers, millers and their friends marched into the marble dining hall of the new Threadgill Hotel, which was beautifully decorated with flags and bunting. A string orchestra won frequent applause.

On each table was a fragrant bouquet of jasmynes and carnations.

The following menu was well served:

MENU.

Consomme Princesse.	
Stuffed Olives.	Sliced Tomatoes.
	Salted Almonds.
Broiled Black Bass, Butter Sauce.	
	Potatoes Duchess.
Claret, St. Julian.	
Sweet Bread Patties, Financier.	
	Mushrooms in Cases.
	Benedictine Punch.
Champagne, Mumm's Extra Dry.	
	Broiled Spring Chicken on Toast.
	Fillet of Beef, Pique, Perigord.
	Salad De Homard.
Neapolitan Ice Cream.	Assorted Cake.
Edam Cheese.	Toasted Crackers.
	Coffee.
	Cigars.

Before the cream was served Toastmaster Geo. G. Sohlberg introduced C. Porter Johnson, who delivered an address of welcome.

H. C. Bradford, of El Reno, who delivered the response, was voted by all to be the orator of the occasion.

The following toasts were responded to by the men named:

National Information Buro.—J. P. Prescott, Kansas City.

International Arbitration—G. A. Stibbens, Chicago.

Swedish Dialect Stories—Wm. Murphy, Kansas City.

Interstate Inspection—E. J. Smiley, Topeka.

The Relationship Between Millers and

Grain Dealers—E. M. Flickenger, Kingfisher.

National Organizations—L. T. Jamme, Chicago.

The Benefits Derived from Organization—J. C. Robb, Kingfisher.

Boquets—F. D. Stevens, Wichita.

Reminiscences—C. B. Jones, Oklahoma City.

The spirit of good fellowship flowed freely the entire evening and each was ever ready to join with Robb in declaring them all Kings, not a Prince among them.

The program was a long one to start with, and was extended somewhat by unexpected discussion, hence the dealers were ready to quit long before the program was terminated.

At 2:00 a. m. the banqueters dispersed filled with enthusiastic praise of the hospitality and good fellowship of Oklahoma City dealers and millers.

CONVENTION NOTES.

An excellent meeting.

Alvin Harbour distributed leather card cases.

Oklahoma City is surely wide open if ever any city was.

One man from St. Louis—F. J. Hennessey.

L. W. Lyons, Enid, feared the skippers, so remained at home.

C. A. Lowe was the only elevator builder in attendance.

C. M. Boynton represented the Kansas City office of Harris, Scotten Co.

Chicago's delegation included J. Crombie, Geo. A. Stibbens, L. T. Jamme.

Nearly every one was taken in by the street fair and a few by the fair fair.

"Under the table, I saw you there," is now anything but a favorite air—with a few.

Only two men from the Ind. Ty.—W. M. Gwyn, Ardmore and C. J. Wolover, Purcell.

The day before the Millers' Assn. of Oklahoma and Indian Territories had a very successful meeting.

L. Blakemore of the Grain Dealers Ex-

change distributed an interesting manual on Fire Insurance for Elevator Owners.

Kansas delegation included H. O. Bradley; F. W. Frasier, C. W. Lonsdale and F. D. Stevens, Wichita; E. J. Smiley, Topeka; C. H. Searing, Arkansas City.

Kansas City's delegation, included G. A. Aylsworth, C. M. Boynton, O. D. Hollis, F. C. Hoose, P. F. Lucas, W. J. Mensendieck and Wm. Murphy.

Railroad men in attendance were A. J. Chapman, J. R. Chisman, J. J. Cunningham, E. M. Duncan, John Overholt, C. B. Hart, J. N. Templeton and K. M. Wharry.

The Denver, Enid & Gulf brot about 40 dealers from along the Alfalfa Route in a special train in charge of J. J. Cunningham, Genl. Frt. Agt., and John Overholt, Supt.

The Texas delegation included R. M. Kelso, rep. Empire Grain Co.; L. B. Kohule, G. C. Montcastle, rep. J. Rosenbaum Grain Co.; E. R. Kolp; E. G. Rall; E. E. Swim of Ft. Worth, and J. C. Whaley of Gainesville.

Machinery men in attendance were H. C. Draver, rep. Huntley Mfg. Co.; Edw. A. Ordway, rep. the Invincible Grain Cleaner Co.; L. H. Carr, rep. Fairbanks-Morse & Co.; J. W. Halsted, Stuart Hare, C. M. Leslie, G. Taliaferro, J. R. Ritchey.

Oklahoma dealers in attendance included P. M. Ahlstrom, Hennessey; J. J. Canavan, Thomas; D. M. Cary, Drummond; G. M. Cassity, Tonkawa; J. H. Chenoweth, Wheatland; U. F. Clemons, Marshall; O. L. Cope, Enid; H. W. Cole, Elgin; C. H. Cox, Augusta; R. H. Conyers, Oklahoma City; D. J. Donahoe and E. L. Donahoe, Ponca City; J. J. Donahoe, Mulhall; D. W. Drennan, Thomas; R. H. Drennan, Oklahoma City; A. M. Edwards, Meadford; J. E. Farrington, Anadarko; B. U. Feuquay, Tonkawa; E. M. Flickenger, Kingfisher; J. E. Gilkeson, Purcell; E. Gilroy and C. W. Goltry, Enid; W. E. Gorton, Pawnee; W. M. Grant, Oklahoma City; R. H. Grimes, Hennessey; M. C. Groseclose, Waukomis; W. S. Grubb, Enid; J. H. Hammer, Douglas; G. A. Harbaugh, Alva; B. C. Heddrick, Wheatland; W. Hossack, Independence; E. D. Humphrey, El Reno; F. E. Humphrey, Lawton; W. A. Humphrey, Guthrie; J. S. Hutchins, Ponca City; O. W. Hutchison, Billings; A. H. Jack-



Short Dealers Secured Roof Seats in Hope of Seeing the Parade.



A Special Train Load of Dealers was brot in by the Denver, Enid & Gulf R. R.

man and C. M. Jackman, El Reno; S. J. Jackman, Leger; J. F. Kroutil, Yukon; G. Kunkel, Anadarko; H. Lassen, El Reno; H. G. Lindsay, Norman; E. H. Linzee, Hobart; G. A. Lyman, El Reno; D. E. McAnaw, Elgin; J. E. McCristy, Enid; C. McFarland, Cropper; A. E. McKenzie, Kingfisher; Geo. A. Masters, Perry; G. M. Mell, Elgin; E. J. Miller, Perry; G. W. Miller and J. Miller, Dover; J. C. Morrison and W. H. Morrison, Cordell; E. M. Moss, Meadford; P. J. Mullin, Oklahoma City; J. O. Phillips, Perry; C. F. Prouty, Kingfisher; W. M. Randels, Enid; G. E. Richert, Okeene; J. C. Robb and J. E. Ruth, Kingfisher; I. I. Scott, Purcell; J. H. Shaw, Hennessey; A. E. Stephenson, D. K. Sterrett, Lucien; E. Stobaugh, Crescent; J. N. Voorhees, Homestead; D. W. Ward, Waukomis; F. A. Waldo, Geary; J. F. Wesley, Thomas; F. A. Wheeler, Weatherford; E. Wiegell, Perry; W. S. Wilcox, Garber; G. Wolz, Okeene; J. A. Woodside, Oklahoma City.

Meeting of Iowa Dealers.

[Continued from page 553.]

RESOLUTIONS.

PURCHASE OF GRAIN ACCORDING TO GRADE.

WHEREAS, By the able papers presented on the subject it appears that the purchase of grain strictly in accordance with the quality and condition thereof, will be very influential in encouraging careful and scientific methods and work in raising and harvesting the grain crops, and

WHEREAS, The commercial grades of grain do not always permit of the sharp distinctions that should be observed in the favor of the best grades to which the producer is entitled, therefore be it,

RESOLVED, That the President of this Asso., when in his judgment it seems necessary, be authorized to appoint a committee of three on grades, whose duty shall be the establishment of such special grades from time to time as may seem best suited to the varying qualities of crops and market conditions and the encouragement of the purchase of grain strictly in accordance with the quality thereof by the members of this Association.

PERIODICAL TESTING OF SCALES.

WHEREAS, The discussion of the question of scales and scale testing has developed the fact that it has not been the practice of all grain dealers to have their scales tested at regular intervals, and that they do not have the necessary appliances to make a correct and accurate test and the expense of a test by an expert if borne individually is excessive, therefore be it,

RESOLVED, That the President and Secretary of this Asso. be requested to secure the services of a scale expert, who is entirely independent of any scale company, and arrange for the periodical testing of the scales of the members of this Asso., and of other scales at their stations in a manner which, in their judgment, will be for the best interests of all. The tests to be made at the request of and the expense borne by the owner of the scales.

SEED CORN SPECIAL TRAINS.

WHEREAS, The seed corn special trains run this spring by the Chicago, Rock Island and Pacific Ry., the Des Moines, Iowa Falls & Northern Ry. Co., and the C. B. & Q. Ry., to permit Prof. Holden to address the farmers personally on the subject of corn breeding, have demonstrated by the very large attendance at the lectures a profound and general interest in the subject, far beyond the expectations of the most optimistic promoters of the plan, and

WHEREAS, The history of corn breeding shows conclusively that the application of the science as now taught will result in a marked increase in the quantity and quality of corn grown on the farms of Iowa,

WHEREAS, The success of the business of the farmer, railroad company and grain dealer, depend to a large degree on the result of the corn crop, therefore be it,

RESOLVED, That the Iowa Grain Deal-

ers Asso. do hereby express their profound appreciation of the work already done by the railroad officials, who made it possible to run these seed corn special trains and to Prof. Holden and each member of the party who co-operated in making them so eminently successful, that we recommend and urge the officers of this Asso. to do all possible to secure the further co-operation of every railroad company in the state, to the end that this good work may be continued and extended to all parts of the state.

COUNTY FARM EXPERIMENT STATIONS.

WHEREAS, Through the agency of our Iowa Agricultural College at Ames much has been accomplished toward improving the quality and increasing the quantity of the cereal crops of the state and believing that greater good may be accomplished if the farming community be brought in closer touch with those in charge of the work and to the end that the development of seeds best adapted to the local soil and climatic conditions of each county may be secured, and that all of the latest information obtainable may be promptly and efficiently disseminated to the farmers of each county, and

WHEREAS, The establishment of such sub-experiment Stations by the Counties of Sioux, Story, Marshall, Adams, and Pocahontas have demonstrated the practicability and success of the plan, therefore, be it

RESOLVED, By the Iowa Grain Dealers Asso., that steps be taken by the officers of this Asso. which will result in the establishment at the County Farm in each of the remaining counties in the state of a sub-experimental station, such station to be in close communication with and under the general supervision of the Department of the Iowa State Agricultural College, having charge of such work.

INTERSTATE COMMERCE LAW.

RESOLVED, That the Iowa Grain Dealers Asso. hereby urge upon Congress the passage of House Bill 6273, Senate Bill No. 2489, having for their object the enlargement of the powers of the Interstate Commerce Commission, so that they may prevent unjust discrimination; that the officers of this Asso. use their best efforts, in such manner as seems to them most expedient, to assist in the passage of said bills.

GOOD ROADS.

WHEREAS, Good roads are of prime importance to the farmer, and grain dealer, therefore, be it

RESOLVED, By the members of the Iowa Grain Dealers Asso. that we co-operate with any and all movements having for their object the improvement, whenever practical, of the highways of our state.

THANKS.

WHEREAS, All members and their farmer friends present have derived much benefit and pleasure from the addresses delivered by Messrs. Foss, Schuyler and Schmitz of the Weighing Department of Chicago Board of Trade, Mr. Wallace of Wallace's Farmer, Profs. Holden and Olin of Ames College, and Mr. J. R. Sage of the Iowa Weather and Crop Service Bureau, therefore be it

RESOLVED, That the thanks of this Asso. be hereby tendered to each of these gentlemen for their very able and lucid exposition of the subjects presented by them.

RESOLVED, That the sincere thanks of the members of this Asso. be hereby tendered President King and Secretary Wells and to the Governing Board for their very able administration of the affairs of this body for the past year, especially for their efforts in broadening the scope of Asso. work. We further recommend that this work be continued along the same lines.

The report was adopted.

Chairman Gifford, of the Committee on Nominations, reported for Pres: Jay A. King, Nevada, Ia.; Vice-Pres: M. E. DeWolf, Laurens; Governing Committee: E. J. Edmonds, Marcus; E. L. Bowen, Des Moines; D. Milligan, Jefferson; Phil Dietz, Walcott; S. J. Clausen, Clear Lake.

Upon motion by Mr. Gifford, the report was adopted.

Mr. King: I believe I will waive all modesty and put the motion myself. If there are no further nominations, the

nominations will be closed and we will proceed to the vote.

The officers named were elected unanimously.

Mr. King: Gentlemen, personally I thank you for the compliment of the reelection. I say candidly and conscientiously, however, that I would have been gratified if the Asso. had secured someone else and made a change in the office of Pres. I have endeavored to do what seemed to be necessary for the Pres. to do, and I promise you, as far as I am able during the next year, to work for the interests of the Asso. If the Pres. shall fail to do what is proper, it will be a matter of judgment and not of intent. However, the duties of the Asso. devolve upon the Secy. and it is not necessary for the Pres. to prompt very much, so there is not a great deal to do.

A. Gerstenberg, Chicago: I did not want to speak of this until the last thing. As none of the Milwaukee gentlemen are present, I thought probably a word would be proper regarding the National Asso. meeting. I understand Milwaukee is trying to out do all other cities who have had the meeting thus far. I know we are trying to do our part in Chicago, and think that Chicago will be well represented at the meeting. Milwaukee is a beautiful city and many features will be of interest to you, and I feel sure if you will be there you will feel well repaid. I have not the authority, but I am going to take it upon myself in behalf of Milwaukee, to extend a cordial invitation for you all to be there.

The meeting adjourned.

CONVENTION NOTES.

One man was present from Omaha—E. H. Miller.

Peoria was represented by R. W. Van Tassel, Van Tassel Grain Co.

The scale men in attendance were: Mr. Churchill, Fairbanks, Morse & Co., and Willis L. Lincoln, Howe Scale Co.

Minneapolis was represented as follows: B. B. Anderson; J. E. DuVigneaud, and J. J. Quinn, Secy. So. Dakota and So. Minnesota Assns.

The insurance men in attendance were C. A. McCotter and L. R. Doud of the Grain Dealers National Mutual Fire Insurance Co.

The majority of dealers present were optimistic in regard to crop prospects. Ninety-five per cent of corn is planted. Every pasture has been planted with corn and Iowa has the largest acreage ever known. A few reported of early planted corn rotting in ground. All small grains were planted when the ground was in fine condition and the weather conditions to date have been best ever known. A great many expressed their opinion of present conditions as "couldn't be better if made to order." Iowa dealers will prepare to handle a bumper crop.

Receipts of Wheat and Corn at Primary Markets.

Receipts of winter and spring wheat at the leading primary markets since July 1 and prior to May 25 have been 128,419,000 bus., compared with 238,976,000 bus. for the corresponding period of the preceding year.

Corn receipts at primary markets for the present crop year prior to May 25, have been 143,912,000 bus., against 129,457,000 bus. for the corresponding period a year ago.

Grain Trade News

CANADA.

Fleming, Assa.—The Farmers' Eltr. Co. has given notice that the company will be dissolved July 5.

Petrel, Man.—The eltr. and chop mill for Wm. Hope have been completed. The eltr. has a capacity of 30,000 bus.

Fort William, Ont.—To relieve the congestion additional grain inspection tracks will be built by the Canadian Pacific.

Winnipeg, Man.—The Nepigon Railway Co. has been granted power to build a line 625 miles long from the Albany River to Fort Churchill.

Sintaluta, Assa.—Wm. Wyman, who bot grain last season for McLaughlin & Ellis at this point, has returned to his home in Minnesota.

Collingwood, Ont.—Report has it that a 1,000,000-bu. eltr. will be erected at Collingwood. It will consist of 18 circular bins and will be constructed of steel.

Winnipeg, Man.—Nearly every member of the Grain Exchange has signed the paper circulated May 14, agreeing to close offices at 1:30 on Saturdays during the summer.

Ft. William, Ont.—The eltr. for the Empire Eltr. Co. will consist of 48 tile storage bins, concrete foundations and tile and steel roof. A 700-h. p. steam plant will furnish the power.

Ft. William, Ont.—It is expected that the fire underwriters will open an office at Ft. William for the sale of the 450,000 bus. of wheat damaged in Eltr. B. About 10,000 bus. slid into the river May 18, but did not interfere with navigation.

A bill amending the grain inspection act and making a number of changes in the grades of oats, corn and peas, has been introduced in the house of Parliament by Sir Richard Cartwright. The object is to consolidate the different conflicting amendments.

Lumsden, Assa.—The eltr. of Hall, McNab & Co. has been partly undermined by the recent flood and the foundation on 1 side gave way May 10 and the building is leaning out 6 ft. at the top. It contained 5,000 bus. of wheat, which ran out into the water.

Ft. William, Ont.—Henry Heywood, an oiler employed on the night staff at Eltr. D, was severely injured May 18. While oiling a pulley which was set in motion while he was at work, he was caught in the arm of the friction pulley and carried around the shaft, falling onto the rope drive.

Winnipeg, Man.—On May 1 there were 5,680,000 bus. of wheat in store at country points, in Manitoba and Northwest Territories, and about 2,000,000 bus. still in the farmers' hands for marketing, making over 7,000,000 bus. to be forwarded and inspected during the remainder of the season, as shown in circular No. 80, issued May 10 by Frank O. Fowler, secy. Northwest Grain Dealers' Assn. The estimated yield, as given Oct. 15, 1903, was 50,290,974 bus.

Winnipeg, Man.—Up to Oct. 26 No. 2 feed was only 5 cents per bu. under feed in price, but since that date it has been 8 to 10 cents per bu. less. One Hard early in the fall was 5 cents per bu. higher than one northern, but soon it dropped to a difference of only 2½ over the price of one northern, and now the difference in price between these two grades is only about 1 cent per bu. It will be seen that the price paid early in the season is not always a true index as to the value of any grade of wheat compared with that of other grades.—Campbell, McLean & Co.

Ft. William, Ont.—Eltr. B of the C. P. Ry. burned May 12 with about 450,000 bus. of wheat. This house had a capacity for 1,250,000 bus. of wheat and furnished power for Eltr. E. Eltr. B was valued at \$250,000, and this with the loss on grain will make a total loss of about \$650,000. The burned eltr. had the fastest record for loading, being able to put out between 35,000 and 40,000 bus. an hour, and it was being used this year as a handling house. Eltrs. A and C are empty to be repaired, and the fire left Eltr. D, which contained 2,000,000 bus. of wheat and has a loading capacity of but 20,000 bus. per hour, to load all boats coming in under first charter. The facilities lost in the destruction of Eltr. B are to be replaced by the building of a fireproof working house on another site to run Eltr. E, which will have a capacity of unloading 40 cars per hour, but until this can be done Eltr. E has been connected with the the C. P. Ry. electric power plant and on May 16 this eltr. was started and is being operated night and day.

Winnipeg, Man.—The Grain Exchange on May 11 adopted the following amendment to its rules: Rule 2. On all deliveries of contract grain, the quantities shall be in lots of 500 bus. or multiples thereof; provided, that in all contracts without any special agreement as to quantity it shall be understood and be an implied condition thereof, that 5,000 bus. of grain are bought or sold. Delivery may be made either by warehouse receipts or by complete carload documents. Where delivery is made by warehouse receipts a variation of 1 per cent between the quantity delivered and that contracted for shall be allowed; where delivery is made by carload documents the quantity shall be as near as can be made, and only part of a carload, more or less, will be allowed; but any excess or deficit within the above limits shall be settled for at the closing price on the day of delivery. The place of performance under such contract shall be at Winnipeg, where the proper documents are to be delivered over. At the time of completion the grain must be in store in an eltr. or warehouse at the points of Fort William and Port Arthur, Ontario, declared by resolution of the council to be a regular warehouse.

CHICAGO.

Memberships on the Board of Trade are selling for \$2,950.

E. F. Rosenbaum and wife have returned from their European trip.

Ulric King has been appointed, by Judge Kohlsaat, receiver for C. D. Snow & Co.

Geo. H. Knaub, formerly of the Illinois State Grain Inspection Dept., died May 21 at Hazelton, Ind.

The feed store of Wm. M. Hereley, at 148-52 Chicago-av., was damaged by fire May 16. Loss, \$25,000.

After examining the corn in the Keith Eltr. the inspection committee has declared the talk of off grade erroneous.

The transportation committee and the grain shippers have requested the railroads to carry thru billed grain at whatever the going rate is.

Irwin, Green & Co. recently transferred a number of open trades to O. G. Kellogg and Logan & Bryan, on account of inability to meet margin calls.

The Pacey-Day Grain Co. incorporated, \$25,000 capital, to deal in grain and produce. Incorporators, Lincoln Pacey, Wm. W. Day and Amos H. Pierson.

E. F. Rowland & Co. incorporated, \$50,000 capital, to do a general brokerage business. Incorporators, E. F. Rowland, Geo. A. Donnelly and M. H. Lobdell.

Telegraph companies have applied to the federal court for an injunction restraining Porterfield & Co. from receiving the continuous grain quotations of the Chicago Board of Trade.

The claim of the Owen & Austin Eltr. Co. against the city for \$25,000 damages on account of the elevation of the Pennsylvania R. R. tracks, which closed one exit from the eltr., has been denied by a jury.

Shearson, Hammill & Co. have bot out the interest of the Counselman estate in Chas. Counselman & Co. for about \$150,000, and will consolidate the 2 firms. Henry Sturtevant will be the Chicago representative.

The directors of the Board of Trade have appointed the grain inspection committee as the members of the new committee on grain sampling and seed inspection. They are H. N. Sager, chairman; C. G. Pierce, B. A. Eckhart, James Tempelton and W. N. Eckhardt.

The offices of the Baldwin Cotton Co., an alleged get-rich-quick concern, in the Traders' bldg., were raided May 21, by the police, led by Clifton R. Wooldridge. The concern has hundreds of dupes, who have lost thousands of dollars. On the morning of the raid over \$1,000 had been received.

After hearing arguments by the representatives of the New York Produce Exchange, as well as statements by the eastern exchanges which favor the present grain rate differential, the transportation committee of the Board of Trade has recommended to the directors that no action be taken to help either faction.

Floyd, Crawford & Co., who established an office in Chicago over a year ago, with main offices in New York, suspended business May 9, with their debit balance at the Board of Trade clearing house only \$1,100. A run on the New York office, caused by the failure of Woodend & Co., is said to have been the cause, as it had drawn all the available funds. On May 18 the company offered to settle at 10% paid in cash and a series of notes for 10% each, covering the balance and maturing at various periods up to the end of the 28 months, when the last note matures.

COLORADO

Colorado Springs, Colo.—H. A. Robinson has succeeded the F. F. Roby Flour & Grain Co.

Granada, Colo.—T. A. Kyle, formerly of J. A. Kyle & Son, Shenandoah, Ia., has succeeded H. C. Jeffers and handles all kinds of grain, seeds, hay and coal.

ILLINOIS

Markham, Ill.—Oakes Bros. will build an eltr.

Niantic, Ill.—Moore Bros. have sold their eltr.

Leland, Ill.—W. C. Farley is closing out his business.—I.

Forreston, Ill.—C. A. Beebe has succeeded A. B. Puterbaugh & Co.

Sublette, Ill.—Oberhelman Bros. are increasing the capacity of their eltr.

Elva Station, Ill.—The Elva Lumber Co. contemplates remodeling its eltr.

Oakley, Ill.—B. S. Tyler & Co., of Decatur, are building an eltr. to cost about \$5,000 at Oakley.

Grandridge, Ill.—Geo. M. Loy is building a 34x50x40 ft. eltr.—C. W. Peterson, agt. Neola Eltr. Co.

Conlogue, Ill.—The eltr. and cribs of J. T. Ricketts burned recently. Loss, \$14,000; fully insured.

Dudley, Ill.—The eltr. of Dexter D. Baber burned May 18. Loss about \$14,000; partly covered by insurance.

Garber, Ill.—Suffern, Hunt & Co., of Decatur, have bot, thru C. A. Burks, the eltr. of the Keiser & Holmes Eltr. Co.

East St. Louis, Ill.—The Harroun Eltr. Co. will operate the Columbia Eltr., changing the name to the Illinois Eltr.

East Lynn, Ill.—Risser & Rollins have leased ground at Reilly station, a new town on the Frisco cut-off, and will build a 50,000-bu. eltr.

Pana, Ill.—The Shelbyville Grain & Eltr. Co. has secured the eltr. rights at Dollville, a new town on the Frisco between Pana and Henton.

Media, Ill.—C. C. Davis & Co. have bot the eltr. of O. L. Kimler and took possession May 16. T. R. P. Gough, of Williamsfield, will have charge.

Bloomington, Ill.—G. E. Lewis, formerly of Smith & Lewis, Keota, Ia., has bot the eltr. and mill of J. C. McCord. The sale was made thru C. A. Burks.

Leland, Ill.—The Leland Farmers' Co. incorporated, \$16,000 capital, to deal in grain and merchandise. Incorporators, C. B. Watts, A. M. Klove and F. W. Hill.

Homer, Ill.—Suffern, Hunt & Co., of Decatur, intend building an eltr. at Homer. They also contemplate the erection of eltrs. at other points along the Wabash Ry.

Glenarm, Ill.—F. E. Barbee, of Auburn, has succeeded W. E. Waite and has also purchased the eltr. Mr. Waite will enter the grain business again some time in the future.

Cruger, Ill.—The Cruger Farmers' Assn. incorporated, \$4,500 capital, to deal in grain, coal and live stock. Incorporators, Emile Kinsinger, J. W. Risser and D. D. Wistehuff.

Ludlow, Ill.—Wm. M. Hamilton, grain buyer for Stone & Taylor, died May 13, aged 52 years. Mr. Hamilton had been

connected with the grain trade at Ludlow for the last 14 years.

Gibson City, Ill.—Cowen Bros., formerly in the grain business at Wellington, have bot the lumber yards of the Keiser & Holmes Eltr. Co., thru C. A. Burks, and took possession May 10.

Strawn, Ill.—The farmers have been waiting in vain for the railroad company to build a switch track to the new eltr., which has been completed and ready to handle grain for some time.

East St. Louis, Ill.—The Mississippi River Lumber Co. incorporated, \$25,000 capital, to deal in lumber, grain and coal. Incorporators, L. D. Abbott, Prosper J. Soucy and Albert M. Meints.

Peoria, Ill.—Van Ness Bros., grain commission merchants of Chicago, have opened a branch office at 7 Chamber of Commerce, Peoria, at which to handle consignments to the Peoria market.

A new insurance schedule for eltrs. operated by gasoline, horse or cable power has been issued by the Illinois state board, decreasing rates from the basis of \$1.75 to \$1.50, to meet the competition of the mutuals.

Saybrook, Ill.—The eltr. of J. E. Tjardis had a narrow escape from fire May 5 when a car of oats, standing on the side track about 3 ft. from the eltr. caught fire. It is thot the fire caught from a passing freight train.

Adair, Ill.—The difficulty over the payment for the new eltr. erected for the Farmers Eltr. Co., has been settled by the Younglove & Boggess Co. taking the eltr. and paying for the land, the farmers losing the cost of the switch.

Oakwood, Ill., May 9.—Our farmers are all thru sowing oats, which are coming up and look fine. Some farmers have commenced planting corn; ground working fine. Look for a large crop of both oats and corn. We have a nice trade here in corn and oats.—C. S. Trimble.

Kankakee, Ill.—Bartlett, Frazier & Carington contemplate the erection of steel storage tanks, with 300,000-bu. capacity, in connection with their new eltr. now under construction on the I. I. Ry. They expect to have the main working eltr. in operation by the last of this month. It has storage capacity for 50,000 bu.

Mattoon, Ill., May 17.—Corn planting very backward and slow. Ground cold but mellow and full of life. No corn up in this vicinity yet. Oats look well, but the acreage will be about 25% short, owing to the cold and wet weather early in the spring. Pastures are backward. No grain being marketed now. Farmers on the jump when the sun shines.—W. D. Jones.

Peoria, Ill.—Five boys were arrested May 6 charged with stealing grain from cars on the C. & N. W. Ry. Thefts have been going on for several months and when suspects were watched these boys were detected stealing corn from a car on a side track. Adolph Stieve, who is considered the ringleader, is 16 years old, and the others are not more than 12 years of age. The boys admitted the thefts and implicated Herman Tieman, a grocer, as the receiver, who bot all grain at about half its value and made a practice of buying it. With this new evidence, the police assert that they can convict him of being accessory to larceny, before and after the fact.

PROGRAM OF ILLINOIS GRAIN DEALERS' CONVENTION.

The following program has been arranged for the annual meeting of the Illinois Grain Dealers Assn., at Decatur, Ill., June 15, in the G. A. R. Hall:

MORNING SESSION.

Call to order at 10:00 a. m. by the President.

Books opened for registration of members and visitors.

Invocation.

Address of Welcome by the Mayor.

Response by S. S. Tanner, of Minier.

Reading records of last meeting.

Address by President H. C. Mowry.

Appointment of Committees on Resolutions and on Nominations of Officers.

Adjourn for Dinner.

AFTERNOON SESSION.

Call to order at 1:30 p. m.

Address by Geo. A. Wells, Secy. of the Iowa Grain Dealers Assn.

Report of the Secretary.

Report of the Treasurer.

Report of Committee on Constitutional Amendments.

Report of Railroad Committee.

Report of Legislative Committee.

Report of Arbitration Committee.

Report of Insurance Committee.

Report of Rules of Trade Committee.

Report of Nominating Committee.

Election of Officers.

Adjourn for Supper.

EVENING SESSION.

Call to order at 8:00 p. m.

Miscellaneous remarks by Old Officers. Installation and remarks by new Officers.

Address by Capt. I. P. Rumsey, of Chicago.

Smoker.

INDIANA.

Greensburg, Ind.—John M. Hornung is building a 20,000-bu. eltr.

Ossian, Ind.—F. M. Thurber has sold out his grain business.—I.

Lafayette, Ind.—The Weston Eltr. Co. has let the contract for the erection of an eltr.

Judyville, Ind.—W. M. Prillaman, of Rossville, Ill., will build a 100,000-bu. eltr. at Judyville.

Mays, Ind.—I have been succeeded in the grain business here by C. S. Stewart.—F. M. Hamilton.

Shelbyville, Ind.—The Logan & Logan Co. incorporated, \$30,000 capital, to do a milling and grain business.

Kokomo, Ind.—Finch & Freeman have purchased the eltr. which they leased in January from Chas. F. Seward.

Markle, Ind.—Woodbury & Files, of Muncie, have bot the eltr. of the Markle Grain Co. F. P. Anthony has charge.

Clifford, Ind., May 14.—The prospect for wheat, hay and oats has improved wonderfully in the past 20 days.—J. P. Norton.

Romney, Ind.—The eltr. of D. P. Simison & Co. burned May 18. Loss, \$15,000; insurance, \$6,600. H. T. Meigs, owner of the grain in store, lost \$1,650.

Westport, Ind., May 18.—The growing wheat looks promising for a good crop, in this immediate section. No old wheat in farmers' hands.—B. A. Shafer.

Indianapolis, Ind.—C. B. Helm, who has had charge of the track buying business for the Cleveland Grain Co. for 7 years, has taken an interest in the Indianapolis

Grain Co. and will have charge of all consignments for the company.

Washington, Ind., May 11.—All wheat in my section killed by high water. Crop in this county only 50%. Oats very late sowing, but coming up well.—T. B. Graham.

Brook, Ind.—Lyons, Esson & Light have succeeded Lyons & Esson and have established 2 new stations, Foresman and Mountayr.—E. A. Wolfe, Beaver City.

Berne, Ind.—C. G. Egly, mgr. of the Berne Grain & Hay Co., has been ill with catarrhal fever, but is now able to be at his desk again. He, with his family, will spend a week in St. Louis while attending the National Hay Assn. convention.

Worthington, Ind., May 11.—No grain moving. But few crops of corn remain to be marketed, and they are held for higher prices. Wheat supply practically exhausted. Growing wheat in river bottoms is greatly damaged by floods. The upland wheat, which forms about 50% of the acreage sown, is looking well. Spring seeding has been retarded by cold and wet weather. Corn planting is progressing rapidly.—J. D. Myers.

PROGRAM OF MIDSUMMER MEETING OF INDIANA GRAIN DEALERS ASSN.

The midsummer meeting of the Indiana Grain Dealers Assn. will be held at Indianapolis, Ind., the first day, June 1, being a joint meeting with the Indiana Millers Assn. in the Board of Trade bldg., while on the second day separate meetings will be held in the State House, the Grain Dealers in Room 12 and the Millers in Room 11.

Ladies are especially invited to the evening session June 1, in the Assembly Hall at the Claypool Hotel.

JOINT MEETING, WEDNESDAY, JUNE 1.

MORNING SESSION, 10 A. M.

Opening Remarks by Presidents.—A. E. Reynolds, Crawfordsville, Ind., and H. A. Martin, New Castle, Ind.

Address of Welcome.—C. C. Perry, Pres. Indianapolis Board of Trade.

Response.—On behalf of Grain Dealers Assn.—J. W. McCordle, New Richmond, Ind. On behalf of Millers Assn.—J. A. Wellington, Anderson, Ind.

Address on Railroad Service, Transportation and Legislation.—On behalf of the Associations—Chas. S. Bash, Ft. Wayne, Ind. On behalf of the Railroads—Mr. Miscellaneous Discussion, led by L. A. Clark, Muncie, Ind.

AFTERNOON SESSION.

Address, Relation of Grain Man to Miller.—On behalf of Millers Assn.—J. C. Hite, Peru, Ind. On behalf of Grain Dealers Assn.—A. F. Files, Muncie, Ind. Miscellaneous Discussion led by W. S. Fries, Greenfield, Ind.

Fire Hazards and Mutual Insurance.—E. E. Perry, Secy. Indiana Millers Fire Ins. Co.; C. A. McCotter, Secy. Grain Dealers National Mutual Fire Ins. Co.

EVENING SESSION, 8 P. M.

Brief Address by A. E. Reynolds, President.

Address of Welcome and Discussion of Transportation and other Kindred Subjects of Interest to Producers, Shippers and Manufacturers of Indiana, by Hon. John W. Kern, President of Commercial Club, Indianapolis, Ind.

Response by the Hon. J. Frank Hanly, Lafayette, Ind., Republican candidate for Governor.

SEPARATE MEETINGS, JUNE 2. GRAIN DEALERS.

9:30 a. m.—Report of Committees, Unfinished and Miscellaneous Business.

10:30 a. m.—The Rise of the Indiana Association. Chas. S. Clark, of the Grain Dealers Journal.

Reminiscences.—General Discussion.

11:30 a. m.—Address by Representatives of Various Markets.—Buffalo, N. Y., John D. Shanahan, Buffalo Chief Inspector and Weigh-Master; Toledo, Ohio, E. H. Culver, Toledo Chief Inspector; Cincinnati, Ohio, H. H. Hill, Representative of Cincinnati Chamber of Commerce; Louisville, Ky., T. G. Williams, Chairman of Grain Committee Louisville Board of Trade; Baltimore, Md., Baltimore Chamber of Commerce, invited; Philadelphia, Pa., The Commercial Exchange, invited; New York, N. Y., New York Board of Trade and Transportation, invited; Boston, Mass., Boston Chamber of Commerce, invited.

Miscellaneous business.

Adjournment.

MILLERS.

10:00 a. m.—Address by President, H. A. Martin, New Castle.

Discussion, led by J. C. DeWees, West Middleton.

10:30 a. m.—Report of Secretary, C. J. Pickering, Middletown.

10:45 a. m.—Report of Standing and Special Committees.

11:00 a. m.—Election of Officers.

11:30 a. m.—Miscellaneous and Unfinished business.

Adjournment.

IOWA.

Burt, Ia.—The Western Eltr. Co. will build an eltr. at Burt.

Bayard, Ia.—The eltr. of the Neola Eltr. Co. has been closed since Jan. 15.

Rosehill, Ia.—Thos. Beatty has leased the eltr. of Clarence Howell and will operate it.

Coon Rapids, Ia.—D. J. Jenks is replacing his steam power with a 20-h. p. Waterloo Gasoline Engine.

Albia, Ia.—The Wilkin Grain Co. has installed a 10-h. p. gas engine and No. 4 Bowsler Feed Mill and corn sheller.

Abbott, Ia.—The Way-Johnson-Lee Co. is replacing its horse power with gas engines in its eltrs. at Arnold and Abbott.

Carroll, Ia.—R. Y. Culbertson, of R. Y. Culbertson & Son, took his own life at his office. No reason is known for the act.

Otley, Ia.—Hendershot & Walker have succeeded C. L. Hendershot & Son. The firm is composed of Ralph B. Hendershot and S. A. Walker.

Stanton, Ia.—McCormick & Sons have completed the work of tearing down their old eltr. and are now pushing the work on the new eltr.

Ireton, Ia., May 14.—Most of the corn is planted in this vicinity. Has been cold and rainy for a few days.—Geo. D. Brown, agt. F. M. Slagle & Co.

Oto, Ia.—The loss on the eltr. of the Westbrook-Gibbons Grain Co., recently destroyed by fire, amounted to about \$8,000. The house will be rebuilt.

Bagley, Ia.—The Atlas Grain Co. has closed its eltr. until the new crop. The eltr. of the Neola Eltr. Co. has been closed since the middle of January.

Lemars, Ia.—N. Ogden, of Cedar Rapids, has bot the grain and coal business of Geo. D. Wernli and will take possession about June 1. Mr. Wernli will locate elsewhere.

Ware, Ia., May 11.—Oats are looking fine. Corn planting is well advanced and the crop prospect is 100% better than 1 year ago.—R. H. Patterson, agt. Wheeler Grain & Coal Co.

Walnut, Ia.—I have sold my eltr. and coal business to G. H. Bunton of Laurens, Ia., and expect to engage in the grain or lumber business in the state of Washington.—W. C. Sievers.

Laurens, Ia.—The Wheeler Grain & Coal Co. is painting and repairing its line of eltrs. on the Sibley-Gowrie branch of the Rock Island and getting ready for a heavy run of business this fall.

Ireton, Ia.—The Terwilliger & Dwight Co. have installed a new boot and eltr. leg and head and is putting in a grout pan instead of 1 of iron. J. T. Scroggs is building a new approach to his eltr.

Reinbeck, Ia., May 14.—Weather favorable for oats and barley, but too cold and wet for corn germination. We get reports of some corn rotting. Warm weather and sunshine badly needed.—Moeller & Horstman.

Archer, Ia.—The new eltr. to be built by the Edmonds-Londergan Co. will have a capacity of 20,000 bus. It will be located on the site of the house burned Jan. 22. A gas engine and a cleaner will be installed.

Jamaica, Ia., May 21.—Oats looks fine. Part of early corn had to be replanted. Elegant corn weather this week. Corn ground in fine condition and the soil generally in fine shape. Best prospect since 1895.—A. G. Edmund.

Hillsdale, Ia.—John Hopp will not rebuild the eltr. burned Apr. 24, as it is reported that the C. B. & Q. Ry. has notified him that it will tear out the track before next fall. It is expected however that an electric road will soon run thru Hillsdale.

Shenandoah, Ia.—J. A. Kyle has succeeded J. A. Kyle & Son at Shenandoah and Coin, H. C. Jeffers of Granada, Colo., having purchased only the coal and feed business of the firm and not taking over the grain business as reported in the last number of the Journal.

Davenport, Ia.—An eltr. will be erected in connection with the plant of the Riverside Milling Co., which has been purchased by the Northwestern Eltr. Co., for \$25,000. About \$50,000 will be expended in improvements. The mill will be re-modeled and its capacity increased.

Titonka, Ia., May 10.—The weather is dry and small grain is doing nicely. Corn planting has been commenced and the ground is in fine shape. Farmers are jubilant over the prospect for crops this year. They claim the best prospect in 3 years. Very little old grain in this section.—Agst. Clinton Grain Co.

Ely, Ia., May 18.—The spring has been backward and oats are about 2 weeks late. The corn will be about all planted this week. The oats are not looking the best; are a little inclined to be thin on the ground. Some trouble has been had about seed corn, but on the whole if we get favorable weather from now on we

can look for a crop above the average. The ground has been in good condition for planting, which I consider quite an advantage. The movement of grain is light now, but expect to do some business as soon as farmers get their planting done. C. S. King.

Desoto, Ia., May 16.—Corn planting is progressing slowly; being retarded somewhat by rains. Early planting is coming thru the ground and some report a good stand. The present conditions are very much against weak seed corn, if the weather continues cold and wet. The acreage is large. Small grain is looking well.—H. L. McCombs.

Bayard, Ia., May 17.—The oat crop is doing fine. Corn in this vicinity is 2-3 planted and the outlook, with a little warm weather, could not be better. A few oats to move in this vicinity. No corn except what is to be consumed here. The acreage of corn has been increased materially, and the oats and other small grain acreage has naturally decreased this year.—D. J. Jenks & Son.

Luverne, Ia., May 18.—We had a nice rain on the 16th; just enough to moisten and start things anew. Small grain looks fairly well. Pastures and meadows doing well. Almost every one has finished planting corn and some coming up. Have not heard of any having to be replanted. Prospect now looks fairly good. Very quiet in all branches of business and will be until the crop is assured.—C. E. Phillips, agt. Peavey Eltr. Co.

KANSAS.

Calista, Kan.—John Arrington has succeeded Arrington & McClellan.

Moundridge, Kan., May 4.—The crops are in good shape.—Stucky Bros.

Chanute, Kas.—C. A. Griffin & Son have decided to discontinue their feed mill.—P.

Wichita, Kas.—The feed mill of Jones & Clinesmith has been damaged badly by fire.—P.

Ness City, Kan.—The new eltr. for the Moses Bros. Grain Co. has been nearly completed.

Garfield, Kan.—The Rock Grain Co. will build an eltr. on the site of the old Baker eltr.

Kansas City, Kan.—W. A. Weston intends building an eltr. and warehouse to cost about \$5,000.

Sylvan Grove, Kan.—The eltr. now being built for the Morrison Grain Co. will have a capacity of 10,000 bus.

Preston, Kan., May 12.—Wheat promises 2-3 of a crop. Corn about all planted. Oats looking well.—J. T. Fletcher.

Preston, Kan.—The Preston Grain, Live Stock & Mercantile Co. has completed a 10,000-bu. eltr., just on the M. P. Ry. right of way.

Ellinwood, Kan.—Gustav Oswald, buyer for the Kansas Grain Co. at Rozel, has succeeded D. S. Warwick as secy. and mgr. of the Ellinwood Grain & Supply Co.

Wisdom, Kan.—The farmers have organized a company and will build a 10,000-bu. eltr. C. Myers is pres. of the new company, Dr. Kiely, secy. and A. Girard, treas.

Wichita, Kan.—The Home Grain Co., recently organized at this place by the Van Dusen-Harrington Co., of Minneapolis, has purchased and built 21 eltrs. in southern Kansas and Oklahoma and will

supply hard winter wheat to Minneapolis mills.

Ellinwood, Kan.—The Millers' Grain Co. has been organized at Ellinwood. D. S. Warwick, formerly mgr. of the Ellinwood Grain & Supply Co., is secy. The company will do a general grain business, making a specialty of handling wheat in carload lots.

Leavenworth, Kan.—King & Cain, of Atchison, have bot for \$15,000 the old Rush mill property, which has been idle for several years. The eltr. has a capacity of 700 bus. The new company expects to have the plant in operation about the middle of June.

Wisdom, Kan., May 17.—Wheat good for 17 to 20 bus. per acre, if season is favorable from now on. Oats poor. Not enough rain in spring. Corn very backward on account of cold weather, but a good stand. Very small acreage of both corn and oats.—E. Ellwood, Jr., agt. Kansas Grain Co.

Salina, Kan.—The Lee-Warren Milling Co. has let the contract to P. H. Sanne-man for the erection of a 75,000-bu. eltr. This will give the company storage capacity for 145,000 bus. The building will be 32x42x76 ft. and will be cribbed from top to bottom. It will have no cellar, on account of fear of floods.

For the annual meeting of the Kansas Grain Dealers Assn., at Kansas City, Mo., June 7 and 8, a rate of one fare plus \$1 on the certificate plan has been granted from all points in the state of Kansas and from Superior, Neb., and St. Joseph, Mo. (except where fare and one-third makes less from points in Kansas). An extension of return limit to leave Kansas City including June 30 will be granted by depositing certificates with joint agent with a fee of 50 cents. Those desiring the reduced rate should take a receipt from the local agent for the full fare.

Wichita, Kan.—A. J. Crow, as administrator of the estate of Max Teter, who was an employee of the J. G. Miltner Eltr. Co., has brot suit against the Santa Fe Ry. for \$10,000 damages for the death of Mr. Teter. He was run over by a freight train last Aug. while assisting the railway employees to stop cars which were being backed in to be filled with grain at the eltr., this being done with the knowledge and consent of the railway company. Mr. Teter was on a moving box car 75 ft. from the eltr. setting the brakes when a switch engine shoved on the switch 2 heavily loaded cars which collided with the car he was on, throwing him under the wheels.

KANSAS LETTER.

Derby, Kan.—Martin & Trickey have succeeded John Kiefer, Jr.

Concordia, Kan.—J. H. Cline will on June 1 close his mill for 1 month.

Ottawa, Kan.—The Forest Park Mill Co. has succeeded H. D. Crane & Co.

Jamestown, Kan.—C. L. Hills & Son have bot the grain interests of Gifford Bros.

Niles, Kan.—Robinson & Morrison, of Lincoln Center, have succeeded H. W. Kueker.

Harveyville, Kan.—The Osage City Grain & Eltr. Co., of Osage City, has succeeded A. E. Koppe & Co.

The Kansas Grain Dealers' Assn. has issued its 1904 directory, containing the names of all regular grain dealers in Kansas.

W. M. Chelf, of Dana, is erecting eltrs. on the R. I. Ry., at Scandia, Stuttgart, Prairie View, Calvert, Dellevale and Dresden, of 20,000-bu. capacity each.

A suit is pending in the district court of Montgomery county between the Perry N. Allin Grain Co., of Coffeyville, plaintiffs, and Geo. W. Brooke, of Atlanta.

The Home Grain Co., of Wichita, has purchased eltrs. at Durham, Peck, Riley, Riverdale and Zyba, which will be controlled by C. W. Lonsdale, Mgr., Wichita.

C. W. Lawless, formerly in the employ of the Duff Grain Co., of Nebraska City, Neb., in Kansas territory, has accepted a position as traveling representative for the J. Rosenbaum Grain Co., of Kansas City.

Among the grain dealers having lately identified themselves with the Kansas Grain Dealers Assn. are: Lukens Mill Co., Atchison; Jno. Anderson, Plevna; E. T. Crum, Hoxie; Wm. Schrenkler, Walker; Valeda Eltr. Co., Valeda; C. L. Hills & Son, Jamestown, and J. R. Glenn, Robinson.—A. D.

KENTUCKY

Mt. Sterling, Ky.—I. F. Tabb is building a grain warehouse.

Paducah, Ky., May 13.—Oat and corn planting is late in this section. Wheat looks to be half a crop.—H. L. Bradley.

MARYLAND

Centerville, Md., May 7.—It is generally estimated that 2-3 of a wheat crop will cover, for this and adjoining states, that is, Maryland, Delaware, Pennsylvania and Virginia. Upper Delaware and the Delmarvia peninsula are the center for grain growing in the above territory. Winter killed and cold spring cause of shortage.—David P. Smith.

Baltimore, Md.—The proposition to expend \$6,000,000 for the improvement of the dockage facilities of Baltimore was approved at the election held May 17 by a large majority of the voters. The plans provide for the acquirement by the city of much of the water front property which was burned during the recent fire. The 5 narrow docks are to be replaced by docks 150 ft. wide and not less than 20 ft. depth at low water and to have a water front of 11,000 ft. The upper part of the harbor at its narrow point will be widened 200 ft. and the area of navigable water will be increased 280,000 ft.

BALTIMORE LETTER.

Robt. Ramsay, of Patterson Ramsay & Co., agts. of Johnston Line Steamships, and Wm. R. Hammond, of Hammond & Snyder, grain exporters, returned from their European trip last week, and during their short absence abroad they visited the principal cities of the United Kingdom and the Continent.

Eltr. No. 1 of the Northern Central Railway, Pennsylvania Line, situated on tidewater, is being thoroughly overhauled and will be put in first-class condition. This eltr. is now the oldest one standing in this city, and has a good record for efficient work, having been in almost constant service for over twenty-five years. Work on it will be completed in time for handling the new wheat crop.

The Northern Central Railway has introduced an ordinance in the City Council granting permission to use a covered steam motor on their tracks through the City to reach the delivery station at Jack-

sons' Wharf in the upper harbor. There is some opposition by the residents along the streets, but the business interests favor granting this permission and the ordinance is likely to become a law. The freight cars are at present hauled through the streets by string teams, which is not satisfactory.

Robt. Ramsay, Charles England and Jno. M. Dennis, representing the Baltimore Chamber of Commerce, accompanied by their counsel, Arthur Geo. Brown, of this City, and John B. Daish, of Washington, are in New York attending the hearing of the Differential freight rate matter, before the Interstate Commerce Commission, and are well prepared with data to substantiate Baltimore's position in this controversy. This hearing is regarded with great interest not only on the seaboard, but also by western shippers.

In the Milwaukee letter of the last issue of the Journal, an outline is given of the entertainment to be provided for the delegates to the coming Convention of the Grain Dealers National Assn. in that City, and among the attractions is mentioned a steamboat ride and a Dutch lunch. The Baltimore delegates are asking no questions about this lunch, because for nearly four months they have been subsisting on Fire lunches, at improvised cafes, and will consider anything of a foreign character a most desirable change, and will have their appetites with them.

The harbor improvement ordinance, which calls for a \$6,000,000 loan, was passed by a decisive majority on last Tuesday. The large vote polled indicates clearly the public feeling in the matter of substantial improvements, and this action, of practically all progressive business men, gives positive evidence of what may be expected of the people of Baltimore in grasping the opportunity afforded by the destructive fire, to place the City in the front of seaboard ports. It is believed that the improvement and the ownership of the docks by the City will result in securing from the Federal Government an appropriation for dredging the entire channel to the ocean to a depth of 35 ft., giving space to the Commerce we now have, and provide for the increase in business that will surely result from enlarged facilities.—B. M.

MICHIGAN.

Cedar Springs, Mich.—E. A. Remer contemplates rebuilding his burned eltr.

Mt. Morris, Mich.—Irvin J. Berry will engage in the grain business with J. H. Lewis.

Pontiac, Mich.—C. E. DePuy, of Stockbridge, has purchased the eltr. of C. G. Freeman and is improving it.

Evart, Mich.—Davy & Co. will build a power house on the east side of their eltr. and will install a 30-h. p. Otto Gasoline Engine to replace the 15-h. p. engine they have used heretofore.

Lansing, Mich., May 10.—The decline in wheat condition during Apr. was very noticeable. At present the outlook is for one of the poorest wheat crops ever grown in the state. The injury is largely due to freezing and thawing after the snow was mostly gone, together with the cold wind which prevailed most of the month. The average condition of wheat is 54, while the average condition Apr. 1 was 79. One year ago the condition was 89. About 23% of the wheat sown in the state will be plowed up because winter killed. Much

more wheat would be plowed up if not seeded to grass or clover. Scarcity of farm help prevents the plowing up of some wheat and putting the fields to other crops. The damage by the Hessian fly is about 3%. The total amount of grain marketed during the 9 months from Aug. 1 to May 1 was 3,231,599 bus., or 30,168 bus. more than marketed during the same months of the preceding season. The condition of rye is much better than that of wheat. Less damage has been done by cold weather. The condition thruout the state is 76. The weather during Apr. was not favorable for sowing oats and many fields will be sown in May this year. The acreage of oats sown, compared with that in 1903, is 93.—Fred M. Warner, secy. of state.

MINNEAPOLIS

The Omaha road has issued a special tariff, G. F. D. No. 9647, effective May 18th, quoting a rate of 15½¢ on corn and oats, carloads, from St. Paul, Mpls. and Minn. Transfer to stations on the Michigan Central R. R.—I.

MINNESOTA.

Dalton, Minn.—The Duluth Eltr. Co. is having its eltr. repaired.

Benson, Minn.—Work has been commenced on the eltr. for W. E. Coles.

Morris, Minn.—The Douglass Eltr. Co. has bot the eltr. of F. J. Schlattman.

Ellendale, Minn., May 13.—The prospects for a crop are very good.—George Carmichael.

Wanamingo, Minn.—The Milwaukee Eltr. Co. has bot the eltr. of R. O. Lund & Son.—I.

Appleton, Minn.—The Northwestern Eltr. Co. will rebuild its eltr. at once with a capacity of 30,000 bus.

Ottertail, Minn.—The Osborne-McMillan Eltr. Co. will commence work on its eltr. at Ottertail about June 15.

Buffalo Lake, Minn.—A. H. McIntyre has bot the eltr. of C. Steinkoff, but will not take possession until July 15.

Worthington, Minn.—The Truax & Betts Eltr. Co., of Mitchell, S. D., has bot the eltr. of John P. Coffey of Worthington.

Austin, Minn.—M. B. O'Halloran, of Adams, has bot a half interest in the Smith & McLaughlin Co. at Austin and Oakland.

Monticello, Minn., May 19.—Crops looking good. If we have favorable weather from now on will get a good crop of small grain.—C. W. Sidman & Co.

Cannon Falls, Minn.—The Cannon Falls Farmers' Eltr. Co. will build a small addition to its eltr. and also put in a new gasoline engine.—Aug. Moses, mgr. D. A. McDonald & Co.

Dodge Center, Minn.—Our town is dead as far as grain is concerned, as we have had no crops to speak of. The prospect now however is quite good. Weather has been good for seeding and everything looks fine.—G. W. Ballard.

The South Minnesota & South Dakota Grain Dealers Assn. will hold its annual meeting June 21 at Minneapolis and a large number of the members expect to attend the annual meeting of the Grain Dealers' National Assn. which opens in Milwaukee the next day.

Clearwater, Minn.—The eltr. owned by C. W. Sidman, of Monticello, and under lease to C. B. Whitney, burned May 10,

with a small amount of grain. The fire is supposed to have been started by a hot box at the head of the eltr. leg, as the fire was in the cupola when discovered. Loss about \$4,000; insurance, \$2,000. Mr. Sidman intends to rebuild in time for the new crop.

MISSOURI.

Carrollton, Mo.—Sam Rice has moved to Norborne.—I.

Platte City, Mo.—The Koster Grain Co. is overhauling and increasing the capacity of its eltr.

Neosho, Mo.—Work has been commenced on the eltr. for the Missouri & Kansas Grain Co.

Mt. Vernon, Mo.—J. A. Miller contemplates building an eltr. 3 miles south of Mt. Vernon on the White River Ry.

Montgomery City, Mo.—Chas. H. Runzi and P. B. Burch, the bucket-shop operators, were unable to pay their fines aggregating \$5,400 and have been sent to jail.

Kansas City, Mo.—Thos. Smith, of the Smith Grain Co., died May 11, aged 67 years. His death was caused by pneumonia. Mr. Smith was one of the oldest members of the Board of Trade.

St. Louis, Mo.—The Thyson Commission Co., which defaulted on sales of December wheat to the Spencer-Milliken syndicate, has been refused a new trial by the circuit court, and the judgment of \$10,400 will have to be paid.

Drexel, Mo., May 16.—The continued wet weather is retarding the planting of corn very much; 20% now planted and the ground is so soaked with rain that farmers can not get on fields before May 20, at the earliest.—M. Reed & Son.

Platte City, Mo., May 20.—Crops are doing well. The acreage is larger and the condition far ahead of last year. Stocks of old wheat all shipped out and none in farmers' hands or in eltrs. Harvesting will begin in about 3 weeks.—Koster Grain Co.

Kansas City, Mo.—The Harlem Eltr. Co. incorporated, \$300,000 capital. The company contemplates the erection of an eltr. on the north side of the Missouri river, opposite Kansas City. Incorporators, W. H. Harroun, of St. Joseph, and A. L. and Edna Harroun, of Kansas City.

St. Louis, Mo.—T. E. Price has requested the directors of the Merchants Exchange to discipline the members of the Hubbard & Moffitt Commission Co., which, he alleges, failed to fill a contract for December corn. Mr. Moffitt claims the default was forced because another firm had failed to deliver to them.

Drexel, Mo.—The 5,000-bu. eltr. for M. Reed & Son has been nearly completed. It is equipped with an 8-h. p. Fairbanks-Morse Gasoline Engine and Clipper Cleaner and will be used exclusively for small grain, grass and field seeds. The other eltr. will be used for corn and feed only after the new eltr. is put in operation.

Mt. Vernon, Mo., May 13.—Growing wheat, in this section, is looking well, with an average acreage. The outlook at present is 90%. Old wheat is sold out, with very little in eltr. or mills. Corn planting is over and almost all coming up. The farmers report a good stand. No old corn on hand. Will ship in until the new crop is raised. It will take about 2,000 bus. per month for my local trade.—Jacob N. Hoshaw.

KANSAS CITY LETTER.

West Plains, Mo.—Knowlton & Riggs have succeeded to the grain business of Knowlton & Shaver.

L. Cortelyou, of Muscotah, Kan., says that all reports received by the assn. speak very favorably of the growing wheat crop in Kansas.

The Chicago Great Western has made a cut on the rate of oats from Minneapolis to Kansas City. The new rate is 8c, instead of 9c. This will cause a good deal of oats to move this way.

I. M. Yost, of the I. M. Yost Milling Co., of Hays City, Kan., says their prospect for a crop was never better. The growth has been rapid since it started, and the crop is thicker and better than last year. He also reports their new mill nearly ready to begin operations.

The J. Rosenbaum Grain Co. will shortly begin the erection of its new elevator on the Rock Island, near Armourdale. This house will have a capacity of 250,000 bus., and will be fitted at once with a tank storage capacity of 750,000 bus., which will be added to as the occasion requires. The latest improved machinery will be used, including a corn drier.

Frank Essex, of the Standard Grain & Milling Co., who was called back from the Commercial Club trade extension trip on account of the severe illness of his brother, in Ottawa, Kan., reports that his brother is very much better. Mr. Essex has had enough bad luck at the hands of the great reaper, as he lost both his father and mother within the past two months.

The H. C. Conner Milling Co., of Holden, Mo., has at last been placed in a position to collect \$18,000 from the Missouri Pacific Railroad, for burning the mill. The fire occurred Sept. 6, 1899, they secured a judgment in the circuit court, and then it was appealed to the supreme court. The appeal was decided in their favor about a month ago, and now the motion of the railroad for a new hearing has been denied.

Several "largest cars of wheat ever shipped" have been reported of late, one being a 111,000-pound car handled by the Kemper Grain Co., of this city, and another being a 110,000-pound car handled by the Rosenbaum Grain Co., in Memphis. The Richardson Co., of this city, handled several heavier than either of these, one weighing 119,000 pounds, and another weighing 115,000, while one that was traced up, coming from Chas. N. Wooddell, of Nickerson, Kan., and loaded in C. R. & T. car No. 3862, weighed 113,000 pounds.

A couple of weeks of good weather is expected to greatly increase the wheat receipts in this market. While it is not thought there is any great quantities of wheat in the country, there is certainly a good deal of it which has been held to see what the growing crop would do, and now that the crop is in good shape, nothing but good roads will be needed to make the wheat come to market. The cash price of wheat is certainly an inducement to ship now. We have had a number of days in the past three weeks when wheat brought as much a bushel here as in Chicago, and one day the New York price for cash wheat was reached. This was caused by a shortage in receipts.

A permanent injunction has been granted against the Kansas City Board of Trade, restraining it from expelling A. L. Schmith. Schmith was the manager of

the Rex Mills and had bought several cars of wheat from the Logan Grain Co. The flood came and destroyed the wheat, between the time he had accepted the pan ticket on the floor of the exchange, and the time it was delivered. He refused to pay, claiming delivery was not made. The Logan Grain Co. contended that the delivery was made when the pan ticket was turned over to him. The board of directors took the side of the grain company, and ordered Schmith to pay, and when he refused ordered him expelled. Judge Evans decided that the Board did not investigate the claim of Schmith, that it refused to arbitrate when one of its rules compelled it to arbitrate such matters; that the Board's resolution declaring the title passed with the pan ticket, was no resolution because it was not voted upon by the exchange, and that a membership in the exchange has a value, and hence the Board could not expel a member without a full hearing.—P.

ST. LOUIS LETTER.

W. W. Powell, just returned from a 4 weeks trip thru Nebraska, reports fine prospects for a large crop.

Corn has been arriving in excellent condition lately; a large majority of the receipts grading No. 2 and good dry No. 3.

Stocks of corn dwindled down to less than 5,000 bus. during the past week. The report of May 23 shows a slight increase, there being 24,100 bus. Anyone buying May corn in this market stands a good chance of getting fresh shelled corn.

Arrangements have been completed to entertain delegates and visitors to the National Hay convention, to be held here in June. From inside information, all attendance records will be broken. If everyone attending doesn't have more fun and transact less business than they ever did before, it will be their own fault. Come early.

The Merchants Exchange supervisor of weighing still complains that they are not weighing their share of the receipts at St. Louis and East St. Louis. As long as shippers allow their grain to go out on destination weights or to be weighed on other than Merchants Exchange scales, no kicks should be directed to St. Louis weights. It's up to the shipper to request Merchants Exchange weights and insist that official certificates be attached to account sale.

Reports from all sections of Missouri point to a banner crop of wheat and oats. Report of May 23 shows a heavy decrease in stocks of wheat. On that date there were 648,000 bus. in eltrs. at St. Louis and East St. Louis. Most of this is the remains of the late December wheat deal and is said to be all sold. The combine has not been offering any wheat for the past week, therefore prospects are that eltrs. here will soon be almost empty and remain so until the new crop moves.

The World's Fair has made rapid strides towards completion during the last 3 weeks. By the time the Illinois and the National meetings are over, it will be a most opportune time to visit the Fair. Grain dealers should get together and come down in a body. Before coming, however, it would be a good idea to notify friends here so good accommodations can be secured. The crowds are increasing each week, but we have ample room for all. The more the merrier, especially grain men.

At a joint meeting of the hay receivers and feed dealers assns., a compromise was effected whereby they are again on friendly terms. The green card is of the past but hay receivers believe it proved to be a good thing as it has brot to bear upon buyers the fact that rejections could not be made except where there was a kick coming. The best way to keep peace in the family is for the shippers to load their cars straight or give their commission man the exact contents of the car shipped.—Louis I.

NEBRASKA.

Auburn, Neb.—The eltr. for Jas. Taylor has been completed.

Elgin, Neb.—The eltr. for W. F. Hammond has been completed.

Edgar, Neb.—H. C. Hart intends remodeling and enlarging his eltr.

Sterling, Neb.—The Sterling Grain & Stock Co. incorporated, \$6,000 capital.

Hastings, Neb.—The Hayes-Eames Eltr. Co. will remove its office to Lincoln.

Lyons, Neb.—The Peavey Eltr. Co. is building an eltr. and a 10,000-bu. corn crib.

Read the decision on "Taxation of Railroad Elevators" in another column of this issue.

Wilcox, Neb.—The Wilcox Farmers' Grain & General Shipping Assn. incorporated, \$10,000 capital.

Tobias, Neb.—R. Uldrich has succeeded to the entire grain business of the old firm of Uldrich & Fisher.—P.

Omaha, Neb.—Chas. F. Davis, of Pacific Junction, Ia., now has charge of the Omaha office of Harris, Scotten & Co.

Weeping Water, Neb.—Kleitsch & Halmes contemplate the erection of a 5,000-bu. storage eltr. in connection with their mill.

Aurora, Neb., May 23.—Oats and winter wheat are looking good, but need a good shower of rain. Corn planting is finished and is coming good. Ground in good condition.—J. H. Lysinger.

Omaha, Neb.—Frank Aubertine, of Lincoln, has bot the grain option business of Floyd J. Campbell and taken charge. Mr. Campbell retains his interest in the Nebraska-Iowa Grain Co. and will remain in the eltr. and cash grain business.

Syracuse, Neb., May 11.—Everything looks fine in this vicinity. Wheat and oats doing well. Corn planting half done; ground in fine condition, except the very low land, which is a little wet to work up good. Wheat and oats are almost all out of farmers' hands.—John Ridgway, agt. Duff Grain Co.

Under the instructions issued to county assessors by the Nebraska State Board of Equalization and Assessment, Mar. 26, the amount of grain on hand Apr. 1 must be listed and assessed together with real estate and all other tangible property; and in addition thereto the average amount of capital invested in the business of the grain dealer for the preceding year (exclusive of real estate and tangible property). The latter provision, regarding the assessment of capital invested, is being variously interpreted by the county and deputy assessors. Geo. D. Bennett, secy. of the State Board of Equalization and Assessment, gives the following rule to arrive at the average amount of capital invested in the business: "Add the investments for each day

of the year and divide the total by 312, the number of business days in the year. Illustration—If A. were to purchase \$500 worth of grain Apr. 2 and \$500 more Apr. 3 and then dispose of the 2 days' business, that the average capital should be distributed over the year the total of \$1,000 is divided by 312."

NEBRASKA LETTER.

H. G. Miller, secy. of the Nebraska assn., has been circulating among the trade in the east end of the state and has held meetings at Omaha, Auburn and Table Rock.

The crop condition report for May 1, issued by the Nebraska Grain Dealers Assn., gives the condition of growing wheat as compared with the same time last year, 93 per cent. The condition of oats as compared with same time last year, 95 per cent.

The weather in most parts of the state during May has been all that could be asked for to bring along growing crops, with the exception of a few days between May 14 and 18, when we were having cold rains, and on May 13 had slight frosts in some parts. Corn is nearly all planted, and in some sections where winter wheat was of a very poor stand, the ground has been plowed up and sowed to corn, which may result in a slightly increased acreage of corn this year.—E. C.

NEW ENGLAND.

Welchville, Me.—T. D. Jillison intends building an eltr.

Ludlow, Mass.—The Burr Co. has succeeded F. L. Burr & Co.

So. Paris, Me.—Maxim & Russell contemplate building an eltr.

Marlboro, Mass.—Jas. P. Steele has succeeded L. H. Tourtelotte.

Brattleboro, Vt.—Clark Chandler has succeeded Porter & Wheeler.

Lowell, Mass.—The Livingston Grain Co. incorporated, \$20,000 capital. Wm. Livingston, pres. and treas.

Hartland, Me.—Carl Randlett has succeeded the Hartland Grain & Feed Co., which has been under the management of W. M. Vargelow & Co.

Standish, Me.—The Cousins & Tucker Co. incorporated, \$10,000 capital, to do a general grain business. G. M. Tucker is pres. and S. H. Cousins, treas.

Providence, R. I.—The Rhode Island Grain Dealers Assn. held a meeting on the evening of May 11 at Providence. S. W. Norton, who has sold his grain business, tendered his resignation, and F. L. Davenport, of Providence, was elected to succeed him as secy. After interesting remarks by W. P. Hale the members adjourned to an ante-room, where a light collation was served.

NEW JERSEY.

Egg Harbor City, N. J.—The eltr. being built for Chas. Cast is to be completed by June 1.

Paterson, N. J.—Debraun & Baker Feed Co., incorporated, \$25,000 capital, to deal in feed, grain and groceries. Incorporators, John Baker, John T. Debraun and Frank L. Habbem, all of Paterson.

Newark, N. J.—Franklin L. Lewi & Co. incorporated, \$100,000 capital, to trade in and handle grain in large quantities. Incorporators, Franklin L. Lewi, Laban W. Dennis, Ernest W. Stempel, and others.

East Orange, N. J.—The Chesapeake Grain Co. incorporated, \$50,000 capital, to manufacture and deal in grain, flour and feed. The Cadillac Grain Co. incorporated, \$25,000 capital, to manufacture and deal in flour, grain and feed. Incorporators of both companies, Walter H. Sloane, Albert J. Morgan, Chas. T. Neale, Edw. Elsworth and Harry H. Picking.

NEW YORK.

Rome, N. Y.—Poole & Johnson have bot the feed business of R. W. Pritchard.

Rome, N. Y.—The eltr. which has just been completed for Geo. Oster & Son is to be used for coal instead of grain.—Hughes & Wilkinson.

Jamestown, N. Y.—The Trautum Grain & Feed Co. incorporated, \$10,000 capital, to deal in grain and feed. Incorporators, A. L. and F. W. Trautum and H. R. Lewis.

Buffalo, N. Y.—Pres. Brown of the Chamber of Commerce has been authorized by the trustees to appoint a committee of 3 to take up the question of the erection of a new building, to house both the Chamber of Commerce and the newly organized Corn Exchange.

Buffalo, N. Y.—The following have been chosen as officers of the Corn Exchange: Chas. Kennedy, pres.; Riley E. Pratt, vice-pres.; E. T. Washburn, treas.; R. W. Searle, secy. The directors are: Chas. Kennedy, Riley E. Pratt, E. T. Washburn, T. J. Stofor, S. W. Yantis, L. C. Churchill and S. M. Ratcliffe.

BUFFALO LETTER.

J. H. Rodenbaugh, feed dealer on 'Change, who went on a trip to the Holy Land early in March, has returned, ready for business again.

Some of the cereal mills are getting a little white wheat from both state and western sources, but none has been regularly offered on 'Change for quite a long time. The local cereal mills report a good business and prospect of a repetition of the former profitable business.

Of course there is less grain coming in here by rail than there was last month, as the trade is waiting for the lakes to open. Still the receipts of corn and oats have been fairly good in spite of the usual hold-off, and they bid fair to increase soon if the lake fleet refuses to move.

Pretty nearly all the mills in this district, as well as in Rochester and Lockport, are closed or nearly so, on account of running out of spring wheat. The Washburn-Crosby, which is two or three times as large as any other here, managed to run till the 19th, when it was announced that it would have to close.

The feed dealers are in great straits and are now very sorry that they failed to buy a supply early. Feed is scarcely to be had in any quantity, either at the local mills, or from the west, and the worst of it is that nobody has any idea when there will be a supply again. Grass feed comes on slow, but there is promises of plenty of it soon.

The canal boatmen are mostly idle, there being no thru grain offering for shipment yet, tho quite an amount has been taken for Rochester, Lockport, and other way points where there are flour mills. The boatmen are looking for cargoes of the export wheat that lately came in from Canadian ports, but no thru rates have yet been made.

The Western Elevating Assn. is still inactive, no election having been held since the formation of the season pool. When anyone asks concerning the business in hand and the outlook, he is quietly given to understand that if he wants a good eltr. and is willing to pay the running expenses on it he can have a dozen or so of them just as well as one.

Stagnation is the word in the Buffalo grain trade, as the lakes have failed to make up for the loss of business thru the refusal of this market to pay the asking price for winter wheat by car. Until there is again activity on the docks there will be a steady decline in the importance of this city as a grain center, as no substitution of the rail service in place of the lakes will begin to make up for the loss.

Some of the dealers in wet grain are making complaint that their business is being injured by the reports that hot corn is being sold here as low as 25 cents a bushel. One of them said the other day that he was offering 42½ cents and could get nothing at that, the holders asking 45. He protested that it was wrong to give the western shipper the idea that this corn was selling here at low prices, as it drove the business away from Buffalo.

The Chamber of Commerce has heard the protest of the grain dealers and is casting about for a better office building. If it owned the present one the problem would be an easy one, but to leave that means loss to the organization and also to individual tenants, who are stockholders or holders of mortgages on the property. Still it seems inevitable that a more modern home must be had to keep the grain men, so Pres. Brown is getting up a committee to finance a new structure. He reports that he is having trouble in getting men of financial standing to go on the committee and may be some time completing it.—J. C.

NORTH AND SOUTH DAKOTA

Ross, N. D.—Dulaney Bros. will build a 40,000-bu. eltr.

Fairview, S. D.—The Reliance Grain Co. is building an eltr.

Dunseith, N. D.—The Dunseith Milling Co. will build an eltr.

Drayton, N. D.—The Drayton Milling Co. will build a 20,000-bu. eltr.

Tabor, S. D.—C. C. Torrence is doing a scoop shovel business at Tabor.

Worthing, S. D.—The Reliance Eltr. Co. has closed its eltr. for the season.—I.

Aberdeen, S. D.—Harry Bradford will build a 10,000-bu. eltr. on his farm at Rondell.

Fairview, S. D.—A. D. Weir, agt. of the Reliance Eltr. Co., has discontinued buying.—I.

Bowbells, N. D.—The Woodworth Eltr. Co., of Minneapolis, intends building a 35,000-bu. eltr.

Pukwana, S. D.—Húgh Lowe, agt. for the Reliance Eltr. Co., has discontinued buying for the present.—I.

Plankinton, S. D.—L. A. Mabbott, agt. for the Reliance Eltr. Co., has discontinued buying for the present.—I.

Winfred, S. D.—C. F. Rice, who has been engaged in the grain business at Winfred under the name of E. Lyman, has discontinued business and moved to Wessington Springs.—I.

Ellis, S. D., May 11.—Crops are looking well in this part of the country.—O. Brandenburg, agt. Peavey Eltr. Co.

Loomis, S. D.—The eltr. under construction for the Truax & Betts Eltr. Co. will have a capacity for 20,000 bus.

Gregory, S. D.—The opening of the Rosebud reservation in June will throw open for settlement 416,000 acres of land.

Dresden, N. D.—The Cargill Eltr. Co. will build an eltr. at Dresden this spring. The Federal Eltr. Co. will repair its eltr.

White Lake, S. D.—B. R. Lloyd, agt. for the Reliance Eltr. Co., has discontinued buying grain for the time being.—I.

Rolla, N. D.—The eltr. of Jas. P. Elliott burned recently with nearly 2,000 bus. of flax, 1,000 bus. of oats and 700 bus. of wheat. Loss, \$10,000.

Sioux Falls, S. D.—Peterson Bros. have bot the old West Sioux Falls mill and are remodeling it into an eltr. and will put in a grain buyer at that point.

Eldridge, N. D.—The Russell-Miller Milling Co., of Jamestown, has let the contract to Honstain, Bird & Co. for the erection of a 40,000-bu. eltr. at Eldridge.

Rolla, N. D.—The eltr. of Elliott & Robinson burned May 9 with a quantity of grain. Loss on building, \$3,000; insurance, \$2,000. The loss on the grain is well covered by insurance.

NORTHWEST.

Belgrade, Mont.—The Gallatin Valley Milling Co. has awarded the contract for the erection of its 250,000-bu. eltr. to R. C. Stone. The house will consist of the main building, in which will be installed the machinery, and 6 steel tanks of 4 bins each. It will be of concrete and steel, wood being used only for the partitions in the bins.

Butte, Mont., May 13.—Winter wheat in Gallatin valley is looking fairly well. The acreage will be considerable more than last year. Spring seeding is well under way. An increased acreage of spring fye wheat sown. Last year's oats are nearly cleaned up and prices are very firm, and advancing. Present prices are \$1.30 per hundred weight sacked, f. o. b.—Chas. E. Beebe, mgr. Beebe Grain Co.

OHIO.

Liverpool, O.—Frank & Weidner have purchased the eltr. of A. W. Linseder.

Medina, O.—The Wood Co. has bot the plant of the Medina Milling Co. and is arranging to put in a modern eltr. and warehouse.

London, O.—Chenoweth Bros. have dissolved partnership and the eltr. is owned by R. F. Chenoweth, the senior member of the firm.

Marion, O.—The Ohio Milling & Eltr. Co. has purchased the DeWolfe eltr. and has completed arrangements for opening it June 1 for business.

London, O.—A. Tanner & Son have torn down their eltr. and are building another to replace it. J. B. Van Wagener contemplates remodeling his eltr. this season.

Eaton, O.—The marriage of Miss Sarah Dillman, daughter of Henry Dillman of Dillman & Cook, grain dealers, to Dr. A. C. Shaw is announced to occur some time during June.

Wooster, O.—C. M. Gray of Plank & Gray, grain dealers and millers, was in Chicago last week, getting information on eltr. plans. The firm contemplates building a 20,000-bu. eltr.

London, O., May 14.—Wheat is practically a failure in this vicinity. About an average acreage of oats sown but were seeded about 10 days late. Very little corn over local requirements.—X.

Hepburn, O.—F. J. Laubis has bot the eltr. of J. B. Seymour and will take charge June 1. A new gasoline engine has just been installed. Mr. Laubis will not build an eltr. now that he has bot this house.

East Rochester, O.—J. J. Neill will build an eltr. to replace the house burned Mar. 7. Altho this fire occurred over 2 months ago the fire is still burning in the basement. The loss was \$10,000, with \$4,500 insurance.

Medina, O., May 16.—Grain is not moving very fast, on account of the farmers being busy with crops. The prices have been very satisfactory to farmers, altho the dealers have not secured a commission quite satisfactory. The prospects for a good wheat crop are very flattering.—B. Pelton, secy. The Wood Co.

The Miami Valley Grain Dealers Assn. will hold its annual meeting at Dayton, O., Wednesday, June 15. The morning will be devoted to business and the afternoon to pleasure. Visits will be made to the cash register works, and by special cars to the Soldiers Home, returning to the Phillips house for a banquet to be served at 7:30. Members are invited and urged to bring their wives to this meeting, as the intention is to have an enjoyable outing in the afternoon and evening. Secy. M. W. Miller, of Piqua, O., expects to send out the invitations about June 1, and the complete program will be given in this column June 10.

Columbus, O., May 1.—Many wheat fields, probably 5% or more of the total area seeded, will be plowed up for oats and corn. The wheat area originally seeded was short of a full average and the amount plowed up will reduce the acreage to such an extent that, even with a fair product per acre on that which remains for the harvest, the total product cannot be much above 1/2 of an average crop. The condition as compared with the average is 53%. The acreage of spring barley sown, compared with last year, is 77%. The condition of winter barley is 57%. The total area of barley sown last fall as compared with an average is 32%, while that sown this spring is 68%. The condition of rye is 67% of an average. The area of oats sown this year is 101% of the area sown in 1903.—Ohio Department of Agriculture.

TOLEDO LETTER.

Gilboa, O.—N. F. Dean has sold his eltr. to Gable & Smith, who take possession May 30.

Wauseon, O.—E. S. Greenleaf, of Lyon & Greenleaf, has returned from a 2 months' stay in California.

George B. McCabe is moving his office to room 47, in the Produce Exchange building, in the room formerly occupied by Worts & Emmick.

Harry Cuddeback, formerly with Worts & Emmick, has accepted a position with John Wickenheiser, who will enter more extensively into the grain business.

Raymond P. Lipe, W. A. Rundle, F. M. Greenough and H. W. Devore, grain and hay men, will form a party to attend the meeting of the National Hay Assn. at St. Louis, June 14, 15 and 16.—D.

OKLAHOMA

Ringwood, Okla.—The Home Grain Co. has bot Mell & Cole's eltr.

Enid, Okla.—The Garfield Co. Mill & Eltr. Co. is bldg. a 35,000-bu. eltr.

Tuttle, I. T.—Mell & Co., of Elgin, will build a 20,000-bu. eltr. on the Frisco.

Medford, O. T.—The Medford Mill & Eltr. Co. is adding 35,000 bus. storage.

Billings, O. T.—The Home Grain Co. has added 5,000 bus. storage to its eltr. here.

Stillwater, Okla., May 18.—We will have about 60% of a wheat crop.—C. F. Babcock.

Ryan, I. T.—The Home Grain Co., of Wichita, Kan., is building a 30,000-bu. eltr. here.

Lockridge, O. T.—C. A. Lowe is bldg. a 20,000-bu. eltr. for Pettit & Sims of Cashion, O. T.

Stillwater, Okla.—The United Farmers' Shipping & Supply Co. is building a 5,000-bu. eltr.

Dover, Okla.—The Oklahoma Milling Co., of Kingfisher, is enlarging its eltr. to 20,000 bus. capacity.

Perry, O. T.—E. J. Miller is bldg. a 20,000-bu. eltr. on the Frisco. W. W. Lockwood has the contract.

Lucien, Okla.—D. K. Sterrett has completed a 15,000-bu. eltr. The Perry Mill Co. is building a 4,000-bu. eltr.

Eldorado, Okla.—The death is reported of J. R. Stroud, of the grain and coal firm of Stroud & Sons.—P.

Hennessey, Okla.—S. R. Overton has sold his eltrs. at Hennessey and Waukomis to the Home Grain Co.

Lahoma, Okla.—Stauffer & McFarland have sold their eltrs. at Lahoma and Cropper to the Home Grain Co.

Guthrie, O. T.—The Guthrie Milling Co. will build a 6,000-bu. eltr. at Vance on the new line of the D. E. & G. R. R.

Ponca City, O. T.—W. T. Oats Grain Co. has torn down its old eltr. and will build a new one of 15,000 bus. capacity.

Braman, Okla.—McFarland & Stauffer, of Cropper, O. T., have bot Duncan Bros. eltr. on the A. T. & St. Fe R. R.

Purcell, I. T., May 18.—Wheat is 50% of a crop, and corn acreage 175% of last year.—C. J. Wolaver, mgr. Purcell Mill & Eltr. Co.

Enid, Okla.—John Johnson, bookkeeper for Randels & Grubb, grain dealers, was married May 15 to Miss Agnes Mullikin, of Enid.

Medford, O. T.—Smith & Moss have admitted C. H. Moss to partnership and changed the name of their firm to the Medford Supply Co.

Cropper, O. T.—McFarland & Stauffer will build 10,000-bu. eltrs. at Faxon and Chattanooga, O. T., on the new branch of the Rock Island.

Enid, O. T.—Wirt & Lyons have sold their eltrs. at Breckenridge, Enid, Drummond, Ames and Okeene to the Blackwell Mill & Eltr. Co., of Blackwell.

Gage, Okla., May 18.—Have been having good rains of late and the farmers are busy breaking and putting in broom corn and cane. The Commercial Club of Gage

has given to the farmers 1 car of cotton seed for a trial test.—R. J. Bishop.

Guthrie, O. T.—The Guthrie Milling Co. has just completed a 7,000-bu. eltr. at Lookout and a 15,000-bu. eltr. at Piedmont. O. T. C. A. Lowe did the work.

Hennessey, Okla.—T. H. Bunch, of Little Rock, Ark., has leased the line of eltrs. on the Choctaw, Okla. & Gulf Ry. owned by the R. H. Drennan Grain Co.

Jefferson, O. T.—The Home Grain Co. tore down the old Stevens-Scott eltr. at this point and rebuilt it. They are overhauling and remodeling all of their eltrs.

Carrier, Okla.—The Carrier Mill, Eltr. & Mercantile Co. incorporated, \$40,000 capital. Incorporators, S. E. Carrier, Frank Jett, H. C. Nelson, J. F. Hale and Wm. Gritzmaker.

Crescent, O. T.—Ed Stobaugh, of this place, and Randels & Grubb, of Enid, will build 10,000-bu. eltrs. at Perth, a new station on the Denver, Enid & Gulf. C. A. Lowe has the contract.

Tryon, O. T.—The Smith Grain Co., of Oklahoma City, has let the contract to C. A. Lowe for the erection of 6,000-bu. eltrs. at this point and also at Carney on the M. K. & T. R. R.

Aline, Okla., May 13.—Estimate the wheat of this section at 10 bus. per acre. It is going to be short; slow on account of so much dry weather.—H. A. House, mgr. Southern Eltr. Co.

Covington, Okla., May 18.—Wheat looking reasonably good; about 2-3 of an average crop. Corn and oats looking well, altho very backward owing to dry weather at proper seeding time. At present are having plenty of rain.—G. G. Black.

Carmen, O. T.—A 10,000-bu. eltr. is being built for Goltry & Sons and one of the same capacity for John Linden, of Enid, by C. A. Lowe, who is also building eltrs. of like capacity for the same parties at Homer and Avard, O. T., on the A. V. & W. R. R.

Goltry, O. T.—Three 10,000-bu. eltrs. are being erected here by C. A. Lowe for Randels & Grubb, of Enid; Goltry & Sons, of Enid, and for the Central Grain Co., of Hennessey. Mr. Lowe is building three eltrs. of the same capacity for the firms at Helena and also at Carrier, O. T., on the A. V. & W. R. R. west of Enid.

Covington, Okla.—Several eltrs. are being built on the Frisco at this station, which draws grain from a territory 9 miles square. G. G. Black's new 15,000-bu. eltr. has been completed; M. G. McCafferty is building one of 10,000-bu. capacity; and E. J. Miller and the Perry Mill Co., of Perry, are building houses of 5,000 bus. capacity. The Farmers Shipping Co. contemplates erecting an eltr.

Anadarko, Okla., May 21.—Our grain crop has increased from 75% to 85% during the last 2 weeks. With a continuation of the weather we have been having for 2 weeks longer a good yield of wheat and oats will be assured. Corn has an advanced growth for the time of year, a great deal of it having been plowed twice. The acreage in wheat and oats is twice as much as last year and corn 3 times as much.—J. E. Farrington.

PACIFIC COAST.

Lewiston, Idaho.—T. Ward is general mgr. for the J. Alexander Co.

Pomeroy, Wash.—The Campbell-Sanford-Henley Co. has succeeded Campbell

& Sanford and will deal in grain, produce, lumber and building materials.

San Francisco, Cal.—The Sperry Flour Co. is building a warehouse for the storage of barley, flour and millstuffs. A barley crushing outfit will be installed.

Spokane, Wash.—The Centennial Mill Co. has bot the line of warehouses of the Seattle Grain Co. on the G. N., N. P., Central Washington and S. & F. Rys.

Pleasanton, Cal.—The Hall Warehouse Co. has bot the grain, hay and lumber business of the Chadbourne Warehouse Co. and will continue the combined business of both companies after June 1.

Pomeroy, Wash.—E. C. Cluster, owner of a warehouse and agt. for the Northwestern Warehouse Co., was married recently to Miss Sadie Knettle, daughter of N. D. Knettle, also a grain dealer at Pomeroy.

Dixon, Cal.—No grain eltrs. are in use in this section as grain is hauled and delivered sacked at the warehouses from the fields. It is shipped on cars and in ships in the same sacked condition, hence no eltrs. are needed. We truck grain in and out of houses. It may be that when grain is shipped in bulk eltrs. will come into use.—Geo. Ulsteen.

Pomeroy, Wash., May 6.—Our crop prospect was never better. Farmers in Garfield county have raised several large crops and received very good prices and prosperity is everywhere. I was interested in the grain business, real estate and farming in Iowa and Nebraska for 30 years, but in eastern Washington and Oregon the farmers make the most money.—N. P. Peterson.

San Miguel, Cal., May 7.—On account of the late coming of the winter rains our acreage of wheat and barley is unusually small, yet from the acreage seeded we expect a fair yield as the weather is favorable for the maturing of the crop. The prospects are good for the prevailing high prices to continue thruout the coming season, especially for the milling grades of wheat. Old stocks will be well cleaned up before any new wheat will be ready for the market.—W. A. Wilmar, agt. Southern Pacific Milling Co.

Albany, Ore.—The millers of the Willamette valley met Apr. 28 and organized the Willamette Valley & Southern Oregon Millers' Club. The meeting was called to order by Frank Gibson, of Rickreall, who has been one of the chief movers in bringing the millers together, and who was selected as temporary pres. J. G. Graham, of the Turner Flour Mills, was selected temporary secy. Any mill owners or wheat warehousemen may become members of this club on payment of \$5. The officers elected to serve during the ensuing year are: D. L. Keyt, pres.; Aug. Fischer, vice-pres.; N. C. Christensen, treas. Mr. Keyt has been identified with the grain trade of Oregon for the last 20 years, having been a grain dealer for 12 years.

SPOKANE LETTER.

Dayton, Wash.—The Columbia Milling Co. is shipping 1,000 barrels of flour to San Jose de Guatemala.

The winter wheat fields in the state of Washington are declared to be in unusually fine condition, with the prospect that the 1904 crop will be enormous. Frequent light snows are said to have protected the roots of fall sown wheat to an unusual degree during the winter, and a favorable factor has been the backward

spring, minimizing the danger of a setback from killing frosts.

The area sown to wheat in Washington last fall was 457,317 acres. This is a considerable increase over the year before, when the sown area was 439,728. But not less than 65,793 acres of last year's winter wheat area was abandoned, leaving only 373,989 acres to be harvested. Not nearly so large an area will have to be abandoned this year, it being estimated that there will not be more than 40,000 acres abandoned.

The high price which wheat has commanded for the past 8 months, with prospects for continued high prices, will result in unusually large acreage of wheat this year. Farmers are putting in every available acre and will continue to sow grain until quite late in the season in order that all the land possible may be put into crop. There is an unusual amount of moisture in the ground and, with the heaviest snow known in years in the mountains, rain in June is assured, and farmers say that prospects for a big yield and good prices were never better in the Palouse country.—M. C. E.

PENNSYLVANIA.

Philadelphia, Pa.—The plant of the Francis Perot's Sons Malting Co. burned May 9.

Philadelphia, Pa.—The grain warehouse of the Pennsylvania Warehouse & Safe Deposit Co. will be rebuilt.

Mendelssohn, Pa.—The Blackburn Co. contemplate the erection of a small eltr. for unloading grain. A gasoline engine will be installed.

Harrisburg, Pa.—The Steelton Flouring Mill Co., of which John Hoffer is proprietor, has let the contract to the Steel Storage & Eltr. Construction Co. for the erection of 4 grain tanks with a total capacity of 100,000 bus., increasing the storage capacity of the mill to 160,000 bus. They will cost \$15,000 and will be entirely of steel, no wood being used.

Philadelphia, Pa.—The two large grain eltrs. of the Pennsylvania R. R. at Girard Point have been closed on account of lack of export shipments of grain. The smaller eltr. at Washington street will be kept running by the railroad company. The closing is due partly to a policy of retrenchment that has been begun in all departments by the Pennsylvania Railroad; and the houses will be reopened in the fall if the corn crop is a big one.

PITTSBURG LETTER.

T. Jeff Elwood, of the firm of R. D. Elwood & Co., who has been severely ill for several weeks with typhoid fever, is rapidly recovering.

Rye is in fair demand, and while the inquiry is for small lots, there is quite a considerable business being done when the aggregate is taken into account.

Wheat is in small demand, so far as local trade goes, and this is not surprising as not much wheat is handled here under the most favorable conditions.

Prices for millfeed are above the average for the month of May, but continued light receipts and bad pasturage weather are holding quotations firm, and there is ready sale for all arrivals.

H. G. Morgan, president of the Pittsburgh Grain and Flour Exchange, and one of the vice-presidents of the National Hay Association, expresses the opinion

that the annual convention which meets at St. Louis next month will have a record breaking attendance.

The Pittsburg Grain Trade Assn. is now under full swing, the permanent organization having been completed May 14 with the election of John B. McBride as secy. and the appointment of the following standing committees: Membership, Henry G. Morgan, Robert Thorne and W. Morton; Finance: J. W. Smith, W. A. McCaffrey and Robert Austin; Credit: R. S. McCague, P. Geidel, Jr., and John Floyd.

The hay and grain market has been wonderfully fortunate in retaining its activity beyond all expectations. Dealers report an unusual request from the interior, where buyers are coming to the front who have hitherto been sellers, but have exhausted their own supplies, and have been forced into the market to secure hay to cover their own wants. As it is the highest point of the year was reached last week when No. 1 timothy hay was readily salable at \$17.50. This means that an advance of about two dollars a ton has taken place within two weeks, all grades having stiffened. Clover and mixed hay, of course, have felt the influence of the warmer weather, and have been weaker since the temperature commenced to climb to summer heights. But prairie hay has kept pace with timothy, and has become firmer at advanced figures.

Oats have become firmer within a week past. The actual consumptive demand is on the increase, as is always the case at this time of the year, and it is thought the supply of old will be well reduced by the time new oats are ready for market. So much corn has arrived in poor condition that buyer and seller are alike afraid of it, some dealers refusing to handle corn at all, turning all orders which come unsought over to some competitor who is willing to accept them. Receipts of shelled have been on the increase for a couple of weeks, and, as demand is lighter, the situation shows some signs of weakness, which condition has brot about lower quotations. Only sound, dry stock, suitable for meal or other products, finds a ready market. Prices as they are now are above normal, even higher than conditions warrant, in the opinion of some dealers, who regard the market as generally unsatisfactory, both on account of the high figures and the poor condition of so much of the corn. In ear corn only sound, dry stock is salable, but it brings the highest prices of the season.—H.

SOUTHWEST.

Texarkana, Ark.—The Texarkana Mill & Eltr. Co. has been organized by W. R. Meyers and others, of Columbia, Ky.

New Orleans, La.—The Board of Trade has installed its maritime branch and the grain future pit in the Hibernia Bank & Trust Co. building.

Lake Arthur, La.—The Lake Arthur Rice Milling Co. has let the contract to the Nurdyke & Marmon Co. for the erection of a 1,200-barrel rice mill.

Little Rock, Ark.—The J. Rosenbaum Grain Co., of Chicago, will open an office in Little Rock, and intends building an eltr. which will cost about \$100,000. Alex. Nicol, freight traffic mgr., and J. C. Robb, a representative of the company, have been in Little Rock recently to se-

cure a site for the eltr. and to secure quarters for the office.

Crowley, La.—The Crowley Rice Exchange has been organized and will be conducted as exchanges in other cities trading in rough and clean rice. Rice will be offered by sample and quotations posted on bulletin boards. The annual dues will be \$20. The officers of the new exchange are: Chas. J. Bier, pres.; Miron Abbott, vice-pres.; Wade D. Marshall, secy.; J. F. Christman, treas. The directors are: C. J. Bier, J. F. Christman, Miron Abbott, John Green, A. B. Allison, W. H. Hunter and T. B. Freeland.

TENNESSEE

Nashville, Tenn., May 20.—Corn backward and not doing well.—Geo. W. Hill & Co.

Nashville, Tenn.—The grain warehouse of I. T. Rhea was slightly damaged by fire May 20. The fire was discovered in some corn and was of unknown origin. Loss about \$50.

Nashville, Tenn.—The Kentucky & Tennessee Millers Assn. was formed May 19 at a meeting attended by 25 millers. W. G. Shamberger, of Gallatin, Tenn., was chosen pres., and B. Kirk Rankin, of Nashville, secy.-treas.

Dyersburg, Tenn.—The eltr. of H. A. Klyce & Co. was damaged May 9 by a fire which started in the cupola and was supposed to have been caused by a match carried there in the eltrs. The eltr. has a system of water works and the loss is slight, caused mostly by damage done to the grain by water.

Memphis, Tenn.—Grain dealers and warehousemen held a meeting at the Merchants Exchange May 17 to decide on the form of the official certificate of weight to be issued by the new department of weights, which is under the supervision of E. R. Gardner, chief grain inspector. On the back of the certificate will be the representation of a box car, so the weighman will be enabled to indicate any leak by marks on the diagram.

Nashville, Tenn.—The D. Rothschild Grain Co., of Davenport, Ia., and the Hughes Warehouse & Eltr. Co. have leased the eltr. being built by the Murphy Land Co., which has agreed to double the capacity of the eltr. The 2 companies will operate the eltr. jointly for a period of years, after which the Rothschild Co. will probably build an eltr. The D. Rothschild Grain Co. contemplates incorporating in Tennessee soon under another name, to avoid conflicting with other branches of the company.

TEXAS.

Temple, Tex.—Watters Bros. have discontinued business.

Whitesboro, Tex.—John Marshall will build an up-to-date eltr.

McGregor, Tex.—B. O. Sullivan & Co. have discontinued business.

Dallas, Tex.—Max Ortlieb has gone to Europe on a 4 months' vacation.

San Antonio, Tex.—K. M. Niklas & Co. have discontinued business.—I.

Kosse, Tex.—The Kosse Brokerage Co. has succeeded Jennings & Allen.

Cleburne, Tex.—M. M. Pittman has let the contract for a 20,000-bu. steel eltr.

Rhame, Tex.—The Rhame Milling Co. is building a 60,000-bu. eltr. The Wichita

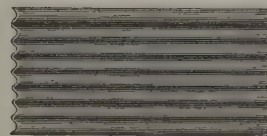
A SHELLER

Which removes all the corn, without breaking the corn and the cob to pieces, and without serious injury to itself, is a profitable investment. Such is the CHAMPION SHELLER

—MADE BY—

R. H. McGRATH, LAFAYETTE, IND.

We Are Large Manufacturers of
Steel Roofing, Corrugated Iron, Etc.



We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

SYKES STEEL ROOFING CO., Chicago, Ill.

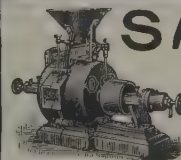
The F. R. Morris Continuous
GRAIN
CONDITIONER AND COOLER

The greatest invention yet devised for keeping grain stored in elevators in condition. Saves its cost every month in the year. Once passing thru the machine equals a week's constant elevation. Can be installed in an elevator at a cost not much exceeding an ordinary cleaning machine. Parties having them in use say they are indispensable.

For information address

F. R. MORRIS,

51 CHAMBER OF COMMERCE, MILWAUKEE, WIS.
Also Manufacturers the best Drier
in the World.



SAY!

you can be the monarch of the feed business in your town if you have a

MONARCH FEED MILL

It is the best money can buy; it grinds rapidly, requires little power and is the most practical mill for the elevator. We know it and are willing to send one on trial.

SPROUT, WALDRON & CO.
P. O. 260, Muncy, Pa.

Mill & Eltr. Co. is building a small eltr. for loading grain.

Greenville, Tex.—Schiff & Weathers have been succeeded by the E. Schiff Co.

Houston, Tex.—The T. H. Thompson Milling Co. has failed. Liabilities, \$130,000.

Houston, Tex.—W. D. Van Wagenen will enlarge warehouse and install a large feed mill.

Ponder, Tex.—Harris-Scotten Co. is building a steel eltr. of 15,000 bu. capacity at this place.

Wichita Falls, Tex.—The Wichita Mill & Eltr. Co. has increased its capital from \$50,000 to \$100,000.

McGregor, Tex.—E. W. Crouch now owns the Crouch Grain Co. here and will continue the same name.

Waco, Tex.—Mr. Finks has withdrawn from C. H. Bridges & Co. and has gone to the Pacific Coast.

Temple, Tex.—The Crouch-Talley Grain Co. has recently opened an office here and is building a warehouse.

Marshall, Tex.—The Mahone & Henley Grain Co. incorporated, \$10,000 capital. Incorporators, John N. and E. W. Mahone and L. H. and M. J. Henley.

Ft. Worth, Tex.—The Medlin Mill & Eltr. Co., Mr. Rogers mgr., is building an 800-bbl. mill and eltr. of 200,000-bu. capacity.

Van Alstyne, Tex.—The Beall Mill & Eltr. Co. is installing a wheat and oat dump and a leg. Will soon install a grain drier.

Waco, Tex.—The H. H. Crouch Grain Co., formerly of McKinney, is building a warehouse and installing a grain cleaning plant here.

Navasota, Tex.—Geo. T. Garvin, altho not a regular grain dealer, sells anybody grain, but seems to make delivery only to a few high bidders.

Prosper, Tex.—The Doggett Grain Co. is building an up-to-date 20,000-bu. eltr. A 10-h. p. Fairbanks-Morse Gasoline Engine will supply power.

Pilotpoint, Tex.—The warehouse of Light Bros. burned May 9 with 400 bus. of corn and 30 tons of hay. Loss, \$2,000; building insured for \$1,000.

Howes, Tex.—Compared with average year the oat acreage is 110, wheat 100, corn 90. The condition of oats and wheat is 75 per cent, corn 90 per cent.

Whitewright, Tex.—The eltr. and warehouse of the McMillan Grain Co. burned May 10 with a large quantity of corn and oats. Loss, \$10,000; insurance, \$6,500.

Krum, Tex.—The Harris-Scotten Co. is building new eltrs. of 12,000-bu. capacity at Muenster, Myra, Justin and Haslet, Tex. Gasoline engines are used for power.

Galveston, Tex.—The Harris-Scotten Co., of Chicago, has been granted a charter to buy and sell grain in Texas. The company will have offices at Galveston and Gainesville.

Ft. Worth, Tex.—The Empire Grain Co. will build a transfer and cleaning eltr. of 50,000 bu. capacity. A power plant of 125-h. p. will be installed so that fireproof storage can be added.

Gainesville, Tex.—K. F. Dazey and T. G. Moore have moved to Fort Worth and organized the Dazey-Moore Grain Co. Both men have until recently been

identified with the Whaley Mill & Eltr. Co.

Saint Jo, Tex., May 9.—The wheat and oat crop are as good as could be wished for. Wheat and fall oats headed nicely. Good rains May 3 and 5. All crops doing well.—Cy Williams, mgr. Saint Jo Milling Co.

Sherman, Tex.—The Brackett-Wallace Mill & Grain Co. is building a 15,000-bu. eltr. at South Mayd and an 8,000-bu. eltr. at Gunter. Fairbanks-Morse Gasoline Engines and wagon dump scales will be installed.

Beaumont, Tex.—The McFadden-Weis-Kyle Rice Milling Co. incorporated, \$100,000 capital. The company will build a 1,200-barrel rice mill, the machinery for which will be furnished by the Nordyke & Marmion Co.

Gainesville, Tex.—D. T. Shirley, of the Harris-Scotten Co., was married May 19 at Valley View to Miss Sallie Johnson, of Valley View. His many friends in the trade wish him much joy. Mr. and Mrs. Shirley will reside here.

Weatherford, Tex.—H. B. Dorsey, secy. of the Texas Grain Dealers' Assn., in his crop report of May 17, states that there is a large falling off in the condition of wheat, and corn and oats do not show up as well in condition as they did on Apr. 11. The condition of these crops, as compared with last year, is: Wheat, 72 per cent; corn, 104 per cent, and oats, 102 per cent; compared with wheat, 94 per cent; corn, 11 per cent, and oats, 106 per cent on Apr. 11.

Sherman, Tex.—W. O. Brackett & Co. will be succeeded by the Brackett-Wallace Mill & Grain Co. and the plant of the old firm will be enlarged by the addition of a 50,000-bu. steel tank which will give storage room for 150,000 bus. A new power plant of 300-h. p. will be installed, also a flour mill of 500-brls. capacity. The corn meal plant and the shelling plant will not be changed at present except that they will be driven from the central power plant by means of rope drives. The location of the plant on four trunk lines assures excellent shipping facilities both in and out.

TEXAS LETTER.

Wolfe City, Tex.—The Medlin Milling Co. has increased its capital to \$200,000 and amended its charter to make Ft. Worth its headquarters, where it will erect a large mill and eltr.

Late reports on the grain crop are better and indications point to a very fair yield for the state. In fact some dealers and millers state that the crop this year will be as large as that of last season in spite of the fact that the Panhandle has almost a complete failure in wheat and oats. The central belt, however, is in better shape than it ever was and in addition to having a large acreage there is promise of a very heavy yield per acre, and the claim is that this increased yield will offset the loss in the northwest portion of the state. The corn prospects are very fine and the acreage is very materially increased, and especially is this the case in the Panhandle where corn and cotton has been planted to replace the wheat and oats. In the southwest almost the same condition in wheat and oats exists as in central Texas. The hay crop is a very heavy one. The principal trouble dealers are now having is in supplying their trade with bran. The mills are having a very slow demand for flour and as

a consequence are running only on part time, and this curtails the amount of bran and millers are prorating their supply of bran among their orders and as one of them expressed it, "We could place all of our bran on one order if we would but are giving it out in small lots in order to make it go around." Prices on bran are advancing constantly.—J. S. W.

WISCONSIN.

Berlin, Wis.—C. S. Morris has opened his new eltr.—I.

Union Center, Wis.—V. H. Morrill & Co. have sold out.—I.

Mayville, Wis.—The Buerger Malting Co. will build an addition to its eltr. this season.

Milwaukee, Wis.—The Rockwell Eltr. Co., incorporated, \$40,000 capital. Incorporators, W. E. Ellis; J. W. Bass and John M. Lull.

Milwaukee, Wis.—Additional arrangements for the entertainment of the Grain Dealers National Assn. since the last publication, are: Wednesday, June 22: Reception at the Plankinton House parlors from 3 to 6 p. m. Music and refreshments. Evening at the Exposition. Thursday, June 23: Carriage ride, 10:30 to 1 p. m. Dinner at the Pfister. Evening, Concert at the Chamber of Commerce. On Friday the trolley ride to Whitefish Bay will begin at 10:30, with refreshments; and the lake ride at 2 p. m. In addition to the special committee for the entertainment of the ladies, the following ladies have been chosen to assist at the reception, at which Mrs. D. S. Rose will act as honorary receiving lady: Mrs. S. G. Courteen, Mrs. G. W. Strohmeier, Mrs. E. C. Wall, Mrs. Robt. Nunnemacher, Mrs. J. P. Murphy, Mrs. Oscar Mohr, Mrs. Robt. Krull, Mrs. C. A. Chapin, Mrs. O. Z. Bartlett, Mrs. C. C. Rogers, Mrs. E. P. Bacon, Mrs. J. W. Bass, Mrs. Patrick Cudahy, Mrs. F. D. Hinkley, Mrs. B. G. Ellsworth, Mrs. Clark Fagg, Mrs. J. W. P. Lombard and Mrs. H. E. Franke.

Madison, Wis., May 15.—This spring will rank among the latest in the last 20 years. The rainfall was not excessively heavy during the past month, but storms have been so frequent as to keep the ground in too wet condition much of the time to be well handled. The sowing of small grain has been hardly completed in some parts of the state, and but very little corn has been planted. The grain that is up is a good stand of fine color and growing nicely. The season has been favorable for seeding clover and grasses with grain. Grass has made a very strong growth and the condition of pastures and meadows is excellent. Winter grains have suffered somewhat from cold, and the prospects of winter wheat are estimated at 85 per cent, and of the winter rye, 96 per cent. Winter wheat is no longer an important crop to Wisconsin, and where it is sown the quantity is small. Spring wheat is also constantly falling off in acreage; the loss this year being 13 per cent from last year, while both barley and oats show an increase of acreage over last season; barley, 2 per cent, and oats 1½ per cent.—John M. True, Secy. state board of agriculture.

MILWAUKEE LETTER.

The membership of S. C. Herbst has been sold to C. M. Lantry, of Waukesha at \$525 net to the buyer.

Mmes. Fred Pabst, Jr., Geo. J. Zimmerman, Lloyd Eberhart, Chas. Manegold, Jr.,

John Kern, J. F. Kipp, Frank Knowles and Fred. Kasten have been added to the reception committee for the Nat'l Convention.

Alex. Berger and Walter Stern have been appointed delegates of the Chamber to the annual meeting of the Millers' National Federation, and Robt. Krull and Wm. Armstrong will represent it at the Nat'l Hay Convention.

The directors of the Chamber have voted to contribute \$100 toward the work of promoting legislation to strengthen the powers of the Interstate Commerce Commission, thus following the lead of the Chicago Board of Trade in appropriating \$300 for the same purpose.

It is announced here that the car-ferry Manistique, the finest craft of its kind on the Great Lakes, together with the M. M. & Nor. R'y, has been purchased by the Pere Marquette road and will become a part of its rapidly growing system. In the fall the new boat may be transferred to the lower-end route.

The barley market will be widened here next fall through increased buying by the Jung Brewery, where extensive improvements are being made in order to enlarge the output. The malting companies will also be in a position, when the new season opens, to buy more freely, as a result both of greater capacities and extended trade.

The demand for barley has narrowed down to a daily average of about three buyers—possibly less, but present offerings are taken at good figures, and there will be no material change in the situation until the several plants are compelled to close by the arrival of warm weather. Of late it has alternated between hot and cold.

Corn, oats, rye and field seeds of all kinds are in active request, with hardly enough offering to meet the requirements of the local trade. Reports received by commission houses indicate, however, that there will be a fairly liberal movement a little later on. Deferred seeding operations have delayed the farmers in making their usual spring deliveries.

A great deal of interest is felt here in the new department of sampling and inspection which the Chicago Board has established, and its workings will be closely watched. If the change prove beneficial there it will give further impetus to the movement for a similar bureau here. Sentiment in favor of the latter becomes more and more pronounced, but there is considerable opposition still to be overcome.

All of this is particularly important to the smaller dealers here who buy grain for Eastern shipment, and whose number is increasing yearly; and it therefore concerns the country shippers, for these dealers find special places for small lots, both in the middle and Eastern states, and they can usually afford to pay a very satisfactory premium over the figures bid by the elevator-men, who sell in larger quantities. Anything that tends to build up the jobbing trade here benefits the country.

The effort to improve the terminal facilities in this market, which was inaugurated by Gen. Agt. Dodsworth, of the Milwaukee road, is being vigorously pushed during the comparative dullness of the spring season, and the switch yards, in particular, will be in much better shape by the time the new crops begin to move. The officials of all lines represented here were recently taken over the entire dis-

trict in a special car and invited to make suggestions, an example that might be followed to advantage in other congested terminals.

A formidable competitor for the Marquette has arisen in the Grand Trunk ferries, but it is said that their united forces will no more than be adequate to relieve the congestion that is threatened even now, and by autumn they will need to be materially strengthened. Agents of the local roads and freight lines left on the 17th inst. for a trip to the Michigan terminals of the G. T. R'y, with a view to making a thorough inspection of the facilities afforded for handling bulk freight promptly, and closer traffic relations are expected to result.

Elaborate preparations are being made for the entertainment of the ladies who accompany visitors to the national convention. They will be received by the wife of the mayor, assisted by the wives of leading members of the Chamber, at a "function" to be given in the Plankinton house on the afternoon of the first day, and their pleasure will be made the object of especial care in the entertainment provided for the delegates. On the afternoon of the 23rd they will be given a carriage ride about the city, and taken to luncheon at the Hotel Pfister.

Delegates to the Grain Dealers National Convention should not fail to take advantage of the opportunity to visit one of our large breweries and see what becomes of the barley that is shipped here. At the Pabst Brewery guides are constantly in attendance, all the year 'round, to take visitors through the chain of plants and explain the working of them. For this no charge is made, and the trip ends in a refreshment room, where the amber-colored fluid is served, without cost. Dealers will find themselves received with equal hospitality at the other breweries, as well as cordially treated at any of the malt-houses, mills and eltrs. which they may desire to inspect.

Senator Hudnall, of West Superior, is reported here as saying: "Yes, the eltrs. are still doing business under Minnesota grain inspection laws, but I can promise that they won't be after the next session of the legislature." It is understood that the bill which failed of passage will be introduced again immediately after the opening of the next session. Grain men in Milwaukee have held aloof from the contest, but now they expect to be brought into the fight, and it will be a good opportunity for delegates to the convention from districts which would be affected by the proposed laws to present their views to local members. Some of the latter are inclined to sympathize with the efforts of the Superiores.

E. P. Bacon, of this city, chairman of the Executive Committee of the I.-S. Com. Law Conv., has already started a renewed campaign in advocacy of the Quarles-Cooper Bill, by sending a letter to the national, sectional and state commercial organizations of the country, asking them to adopt suitable resolutions on the subject during the recess of Congress, which shall be presented immediately upon the opening of the short session, and 291 organizations have placed themselves on record as favoring legislation to strengthen the powers of the Interstate Commerce Commission. A majority of the members of Congress are also known to be favorable to it, but the reason no action could be obtained during the past winter was the early adoption of the plan to attempt no

The Best Car Moover

moves any size car, loaded or empty, with ease, under any ordinary condition. Works under the brake beam. Shipped promptly to responsible parties on 30 days' trial. Never had one returned. No elevator equipment complete without one.

O. S. POTTER, TOLEDO, OHIO.

Sample Envelopes for Grain.

The Spear Safety Envelope is best suited to the needs of grain dealers. Write for samples

Manufactured by the

HEYWOOD MFG. CO.

Minneapolis, Minn.

Standard Scale & Foundry Co.



MANUFACTURERS OF

SCALES

RAILROAD, DORMANT, SUSPENSION, PORTABLE, STOCK, WAGON, HOPPER, WAREHOUSE

KANSAS CITY, MO.

Grain Purifying

For improving the condition and selling value of oats and feed barley should be as common as cleaning corn, and is certainly much more profitable. Many others do it, and you are throwing money away when you fail to do it.

We have been granted the only Process Patent ever issued by the United States Government for doing this work, and we can do finer work than was ever done in this branch of grain handling.

If you are interested, write us and we will send you descriptive circulars and samples of grain showing the results of purifying.

Address

CALDWELL & BARR,

EARL PARK, IND.

YOU ARE LOOKING FOR A MONEY SAVER

Our "New Era" Passenger Lifts will not only save you money, but work and time. 10,000 grain men are using our lifts in nearly every state and territory. "Getting around" through your building can now be a pleasure. They don't cost much, and they will pay for themselves in a season.

We will cheerfully send you full information. **SIDNEY ELEVATOR MFG. CO.** (Sole Mfgs.) Sidney, O.



remedial legislation and merely to pass the appropriation, Cuban and Panama bills.

The effect of the marine tie-up is being acutely felt here. Thus far the only vessel to leave port laden with grain is the *Mont Eagle*, chartered for Oswego, N. Y., by the F. R. Morris Gr. Co., and it is likely to be the last, except for such lumber boats as shippers are able to pick up. Steamers in plenty lie at the docks, though fitting out work continues. The feeling among local members of the masters' and pilots' union is that any concession made must come from the Lake Carriers' Ass'n, as they have stated their position clearly and irrevocably. The men are anxious to get back to work, but feel that they must maintain their "rights." Although the grain business is dull at present, a large tonnage has been carried through the winter with the expectation that it would be moved on the opening of navigation, and the delay is causing serious embarrassment to shippers. As much as possible is being gotten forward by rail, and the car-ferry lines have an enormous traffic. The situation will do much to increase the use of that route in future and more ferries will be put in service as soon as they can be built.

In striking contrast to their summary action expelling Herman Reel, the Directors of the Chamber voted on the 21st inst. to "exonerate" Karger Bros. The report of the special committee, which was concurred in, is as follows: "Your committee respectfully reports that it has carefully weighed the testimony and fully investigated the case, and it thinks the evidence introduced is insufficient to show that Julius and Solomon Karger had guilty knowledge of the dishonest methods used by an employee. The inability of the committee to obtain possession of the day-book containing the record of the transactions pertaining to the case, was a serious handicap to them in its investigations, and it was unable to fix the responsibility for the loss of the book. The committee therefore reports no charges against the Kargers on account of the rumors growing out of the proceedings against them in the suit of Peter Weyer. Respectfully submitted, E. J. Furlong, Clark Fagg, Chas. R. Lull. "Rumors," indeed! In view of the extracts from the findings of the court commissioner which were published in the *Journal*, further comment is unnecessary.

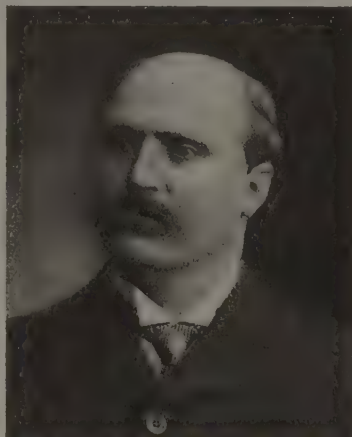
Herman Reel, a prominent member of the Chamber, was suspended for one year May 11, as a result of the report of the grievance committee that investigated charges made in behalf of Daggett & Co., of Minneapolis. The complaint stated that Reel became indebted to that firm as a result of option trading, that the latter brought suit to collect and that Reel assured them that if they pressed the suit he would insist that the claim was a gambling debt and not good at law. On evidence presented Reel was found guilty by the directors of a "grave offense against the good name and dignity of the Ass'n." Reel now threatens to sue for \$100,000 damages to his reputation and business interests, and he makes public a letter to the board denying the commission of any offense, the substance of which is that he had reason to suspect D. & Co. of bucket-shopping his trades, that he desired to put them to proof, and that they avoided proof by settling the case out of court. Reel alleges that the investigation was unfairly conducted and the outcome largely "spite

work" by officers of the Chamber who are competitors in business of his brother and himself. Reel bears an excellent reputation and has been prominent in matters of a quasi-public nature tending toward the civic, moral and intellectual improvement of the city.—I.

New Grain Sampling Department at Chicago.

The Chicago Board of Trade has established a Department of Grain Sampling and Seed Inspection in an endeavor to remedy the faults of the present system, or rather the lack of system.

The new department will have the effect of bringing the Board of Trade into closer touch with the State Grain Inspection Department. The State Department has recently shown a commendable dis-



Chief Grain Sampler, Robert P. Kettles.

position to work with the Board of Trade for the improvement of the inspection. With an opportunity to control the work of the state officials to some extent, members of the Board will be less prone to vain criticism.

The object of the Board of Trade in organizing the department is to secure a greater uniformity in the inspection of grain, to do away with the irregularity that has been complained of, and to have proper basis for arbitration with the eastern exchanges.

Inspectors on different lines of road, far apart, who never compared their work with others, gradually drift apart in judgment. The new department will also afford a check on the inequality of the inspection and the out-inspection.

The grain inspection committee of the Board, which has been studying the improvement of the system during the past winter, recently recommended the establishment of the new department of sampling, and its recommendation has been approved by the directors of the Board, with authority to make the department effective June 1.

H. N. Sager, chairman, and the other four members of the grain inspection committee, were appointed the first committee in charge of the Department of Grain Sampling and Seed Inspection.

The present official samplers will have no authority to issue official certificates of samples after May 31.

The Flaxseed Inspection and Registration Department of the Board will be

preserved intact, and its employees will be employed in grain sampling and seed inspection dept.

The following regulations have been adopted:

First: The Board of Directors shall appoint a committee of five, members of the Board of Trade, who shall have and exercise general control over the Department under the conditions and provisions contained in Sections 1, 2 and 3 of Rule IV of the Rules of the Board of Trade.

Second: This Committee shall appoint and fix the compensation of a chief grain sampler, subject to the approval of the Board of Directors.

Third: The chief grain sampler shall furnish a bond for the faithful performance of all and singular the duties of his office, said bond to be satisfactory in all respects to the Board of Directors.

Fourth: The chief sampler may employ such assistance as needed, when approved by the "Department of Grain Sampling and Seed Inspection," and the Department will fix the compensation for such assistance.

Fifth: The Department shall make monthly reports of all receipts and expenditures. All expenses must be approved by the Board of Directors.

Sixth: The charge for services rendered by this Department shall be uniform to all persons, firms and corporations, and shall not be changed without proper notice being given of the proposed change, such notice to be posted in a conspicuous place in the Exchange Room of the Board. This Department may charge a higher rate in special cases outside of the Chicago district, but in no case can it make any reduction from the established rates.

Seventh: Nothing in the foregoing regulations shall prevent the buyer or seller, or his representative, from personally examining any car or cargo of grain bought or sold under the rules of the Board of Trade of the City of Chicago, but under no circumstances can a Board of Trade official certificate be given by the party thus examining; any unofficial party, or his employer, inspecting any car or cargo of grain shall not have the right of appeal to the Grain Committee, unless the grain has been loaded under the supervision of the official sampler of this Department.

Eighth: The fees authorized to be collected by this Department for sampling grain shall be thirty-five (35) cents per car load for sampling grain, twenty-five (25) cents per 1,000 bushels for sampling grain loaded into or unloaded from vessels.

Robert P. Kettles has been appointed chief grain sampler, and will also have charge of the flaxseed inspection department. A portrait of Mr. Kettles is reproduced in the engraving herewith. The committee has been fortunate in the selection of Mr. Kettles for this important position, as it insures that the new department will be conducted without fear or favor.

Mr. Kettles served an apprenticeship and learned the milling trade in Scotland, where he became familiar with wheats of all exporting countries and the corn of America. He has been engaged in grain sampling since 1887, and has been an official Board of Trade sampler for the past 10 years, during which time he has commanded the respect and support of the best firms in the trade.

Grain Carriers

Only one boatload of grain has been transported along the Erie Canal so far this season, on account of the lake strike.

Navigation at Fort William, Ont., opened May 8 with the departure of the steamer Neepawa with 60,000 bus. of grain.

The railroads of Louisiana on May 18 adopted the new uniform bill of lading prescribed by the state railroad commission.

About 50 of the owners of the passenger boats and the smaller cargo steamers have signed the wage agreement with the Masters & Pilots Union.

An ice-breaking steamer will be used on the St. Lawrence River by the Dominion Department of Marine to open navigation earlier in the spring.

Not a single ship is in process of construction at any of the shipyards on the great lakes. Not in years has the ship-building trade been so dull.

The rumor that the grain scoopers at Buffalo are on strike is false. They are quite willing to unload all boats whether manned by union or non-union crews.

Most of the small boats that loaded at upper lake ports at the opening of navigation are tied up at Buffalo unable to unload on account of the elevator men's strike.

Grain Trimmers Union No. 101, at Chicago, says that it will strike if necessary to do away with stevedores. The union has appointed 2 walking delegates to take the places of the boss trimmers, and others will be appointed as needed.

One of the demands of the Masters & Pilots Union is that no master shall be discharged by the owner unless the case has been first submitted to arbitration. The masters at the same time insist on the masters' own right to discharge any member of the crew.

Congress at its last session authorized the administration to negotiate with the world powers for an agreement that private shipping shall be exempt from seizure during war. In the event of a European war shipments of grain from the United States would not be stopped.

The Farmers Transportation Co., which for several years has been carrying grain from the upper Sacramento valley to Colusa, Cal., will compete with the present monopoly this year by running its boats to Butte City, effecting a cut in the rates for shipment to tidewater.

Western freight agents, at a meeting May 19, agreed that the new rates on grain should go into effect June 10. The basis is 12 cents per 100 pounds on wheat and 11 cents on coarse grains from Missouri River points to Chicago and 3 cents from the Mississippi River to Chicago.

The steamer Newmount was unloaded by the elevator strikers at Buffalo recently as a favor to the shippers, the Harris-Scotten Co., of Chicago, who showed the union that it was innocent of any intention to fight the union. The cargo was placed on cars and hurried to Boston for export to the continent.

The cost of transporting grain has been found by experiments made by the Intercolonial Railway of Canada to be 2.27 cents per bu. for the distance of 828 miles. On the same basis the rate for the 900 miles from Chicago to New York should be 2.47 cents per bu., instead of the usual tariff of 10½ cents.

The strike clause in the charters made this season may not protect the vessel owner if the claims of one shipper are sustained by the courts. F. R. Morris, who has loaded a boat at Milwaukee, has notified the owners of the vessel that they will be held liable for all damages that may result from the non-delivery of the grain at its destination. Mr. Morris alleges this trouble is not a strike, but that it is a condition brot about by the vessel owners themselves and is in the nature of a lock-out.

Lumber carriers are being chartered to carry grain from Chicago. The steamer Oregon and its barge were chartered for 85,000 bus. of corn to Buffalo at 3¼ cents. The steamer H. E. Runnels was chartered to take 40,000 bus. of corn. Cargoes ranging from 25,000 to 45,000 bus. were taken out by the Prentice, Middlesex, Halstead, Kalkaska, Mueller, Fryer and Butcher Boy. The steamer Norwalk was chartered for 60,000 bus. As half a dozen of these boats are not equal in carrying capacity to a single big steamer they do not materially relieve the congestion caused by the strike.

The monthly men in the Buffalo elevators demand 10 hours as a day's work; 1½ pay for overtime; double pay for holidays; and wages of \$65 per month for 26 days. When the elevator managers received notice of the demands, they surmised that a strike would follow, and took time by the forelock in discharging all the men. The elevator owners consider the demands unjust because the men frequently are forced to loiter about the elevators without any work to do, their pay going on. The men go to work at 7 o'clock in the morning and their day would close at 6 o'clock. If a cargo happened along at 4 o'clock in the afternoon and the men worked until midnight after being idle up to the time the cargo arrived the extra time would have to be paid for the time worked. This would give the monthly men a big day's pay which the elevator managers could not pay as the expense would be too great.

The recent conference called by Col. O. H. Ernst, U. S. Engineer, has had the effect of defining the claims of the various interests on the lowering of the Chicago River tunnels. The city claimed that the expense of lowering should be borne by the street car companies who now enjoy the exclusive use of the tunnels. The car companies allege the tunnels are the property of the city, except the Van Buren street tunnel, and that the alterations should be made by the city. The Real Estate Board, the River Improvement Assn. and the Lake Carriers Assn. declare the tops of the tunnels should be knocked off at once, and the burden of expense settled later. The government favors the same course, and a depth of 26 feet. The drainage district offered to pay for temporary bulkheads while the work was in progress. Col. Ernst will make a report to the secretary of war. The various interests represented agreed that the tunnels should be lowered, and in a manner to be decided upon by the government engineer.




Cover's Dust Protectors

RUBBER PROTECTORS, \$2.00
METAL " " 1.50

SENT POSTPAID ON RECEIPT OF PRICE; OR ON TRIAL TO RESPONSIBLE PARTIES. HAVE AUTOMATIC VALVES AND FINE SPONGES.

H. S. COVER
153 Paris St. South Bend, Ind.



Protect Your Lungs

with a Spencerian Dust Shield. It prevents dust and obnoxious matter being inhaled—small, but effective. Price each, \$1.00, prepaid.

Manufactured by
THE LYMAN CO., Evanston, Ill.
Shield guaranteed, or money refunded.

"Gold Bricks of Speculation"

By JOHN HILL, JR.

Member of Chicago Board of Trade.

A 500-page book in buckram explaining speculation and exposing bucket shop and "get-rich-quick" schemes. A book for the shipper, the farmer, the broker, the investor, the speculator, the lawyer and the student. Copiously illustrated. Price, \$2.18 postpaid.

LINCOLN BOOK CONCERN, Publishers
6 and 8 Sherman St., CHICAGO.

BULLETIN No. 4.

WARNING—If you have any old foggy ideas against advertising better not read these bulletins, because if you do you're liable to be converted from them in spite of yourself.

4 - 11 - 44

It's a straight case of multiplication, is advertising.

Multiplies your acquaintances, multiplies your chances for business, multiplies your popularity. Multiplies your customers, multiplies business with old customers, multiplies profits.

It's the best policy to pursue.

Wins the big prize—and it's dead sure.

If you don't know how to apply it to your business, see us.

If you want to invest anywhere from \$50 to \$50,000 in advertising, let's get together.

Marsh Advertising Agency,
Stock Exchange Building, Chicago.

Patents Granted

Walking Elevator. No. 759,663. Henry Bryant, Falmouth, Mass.

Rotary Explosive Engine. No. 759,953. Daniel V. Bagwell, St. Louis, Mo.

Carbureter for Hydrocarbon Engines. No. 759,396. Menzo A. Rutenber, Chicago, Ill.

Valve Gear for Explosive Engines. No. 760,333. Frank Hardenbrook and Wm. Rice, Jasper, Mo.

ings in the cylinder. The interior cylinder has radially extending screw-threaded teeth.

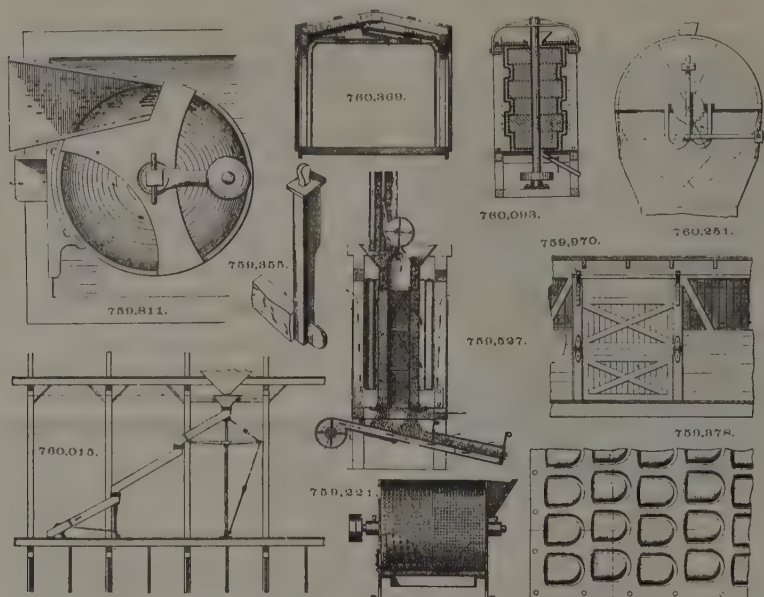
Grain Door. No. 760,369. (See cut.) David B. Arnold, Terre Haute, Ind., assignor of $\frac{1}{2}$ to Edwin Ellis, Terre Haute. Tracks extend horizontally across the top of the car and vertically down the sides of the doorways. When raised one door rests on the horizontal tracks, while the other door rests on additional inclined tracks above the horizontal tracks.

Car Door. No. 759,970. (See cut.) Frederic A. Delano, Chicago, Ill., assignor of $\frac{2}{3}$ to Frank H. Clark and Robert D. Smith, Chicago. The sliding door comprises a main section and a depending hinged frame abutting against the inside of the door opening, with a panel hinged

second fan blows cold air up thru the bottom of the discharge chute.

Automatic Weighing Apparatus. No. 760,251. (See cut.) Thos. H. Rolfe, Battle Creek, Mich., assignor to Nichols & Shepard Co., Battle Creek. An oscillatory hopper is provided with separate compartments adapted to be successively presented to the incoming material, each compartment having an entrance opening and a side discharge opening. The compartments are alternately held in receiving position by means of a weighted arm geared to the hopper.

Storehouse Conveyor for Grain. No. 760,015. (See cut.) Francis E. Parker, Kansas City, Mo., assignor of $\frac{1}{2}$ to Jas. C. Murphy, Kansas City. The distributing spout is formed of upper, lower and intermediate sections, the lower sections resting on a traveling support, while the upper section rests on a pivoted supporting lever. The contiguous ends of the parts of the spout are connected by rotative suspension joints.



Conveyor. No. 759,884. Stacy B. Hart, Peoria, Ill., assignor to the Hart Grain Weigher Co., Peoria.

Valve Action for Explosive Engines. No. 759,975. Otho C. Duryea and Morris C. White, Los Angeles, Cal.

Vaporizer for Hydrocarbon Engines. No. 759,624. John J. MacMulkin, Long Island City, N. Y., assignor to Daimler Mfg. Co., Long Island City.

Car Seal. No. 759,355. (See cut.) Wm. K. Edgar, Iola, Kan., assignor of $\frac{1}{4}$ to Jas. W. French, Iola. A key having a substantially arrow-shaped head projects into the entrance opening at the front end of an oblong pocket and engages a tooth pressed against it by a spring.

Seed Corn Sorter. No. 759,811. (See cut.) Levi P. Graham, Decatur, Ill. A circular bevel-edge plate rotates concentric with a ring having parts of its under edge in different horizontal planes. On the upper surface of the plate near the perimeter thereof is a set of grain carrying extensions.

Grain Scourer. No. 759,221. (See cut.) Wm. R. Allen and Henry Allen, Pittsburg, Kan. The scouring cylinder has large openings at one end and smaller openings at the other end. A sleeve slidable on the cylinder has small openings corresponding with the small open-

within the frame to open outward, being smaller than the door opening and abutting against the frame.

Grain Riddle. No. 759,378. (See cut.) Earnest A. Jones, Sunset, Wash. A sheet-metal screen is formed with perforations and struck up tongues arranged transversely in parallel rows, and longitudinally in slightly zigzag rows, having clearance from end to end, the tongues and the metal interspaces being formed with down-turned edges to deflect and direct the grain thru the perforations.

Rice Polishing Machine. No. 760,093. (See cut.) Rosia W. Welch, Baltimore, Md., assignor to Leopold S. Baburger, trustee, Baltimore. Mounted on a vertical shaft within a framework are a number of cylinders of 2 different diameters, arranged alternately. Rice polishing material is secured both to the surfaces of the cylinders and to the concaves, the spaces between forming a sinuous channel.

Grain Drier and Cooler. No. 759,527. (See cut.) John W. Irwin, Emerson, Canada. Two vertical concentric cylinders having perforated walls form an annular grain passage. Hot air from the outside is drawn thru the grain by a fan communicating with the interior of the inner cylinder; and the exhaust from this fan is used to heat the grain before entering the feed hopper of the machine. A

Seeds

Timothy and clover are short, reports J. H. Lysinger, Aurora, Neb. Alfalfa looks fine.

The Ohio Department of Agriculture reports that the acreage of clover sown is 91 per cent of the area sown last year.

It is not necessary to use the best grade of clover seed in the manufacture of imitation raspberry jam.

Spring seeding of clover in some sections is very unsatisfactory, reports B. Pelton, secy. of The Wood Co., of Medina, O.

Clover being cut in this section, and it is turning out well. Orchard grass and blue grass will be ready to cut in the next 10 days from now, May 20.—Geo. W. Hill & Co., Nashville, Tenn.

October is and will be for some time the favorite month for clover seed traders. It will continue to fluctuate with the speculative demand. Open trades are not very large.—C. A. King & Co.

The spring clover seed crop is a complete failure in many sections, says Levi Annis, of Scarboro, Ont., pres. of the East York Farmers Institute. It is difficult to find a single field which can be depended on to furnish a crop of seed.

From Grand Valley and Milton on the west to Peterboro and Brechin in the east and north we have received the most cheering of reports from our agents. In the majority of cases, owing to the lateness of the season, grass is not so far advanced as in former years, but with favorable weather we have every reason to hope for a good year.—P. Mackintosh & Sons, Toronto, Ont.

Last year's seeding of clover in Wisconsin made an excellent stand. It came thru the winter without special loss from freezing, and is started for an abundant crop, reports John M. True, secy. Wisconsin State Board of Agriculture. Older clover fields have suffered quite severely from late spring freezes and plants are killed or in weak condition.

A raw Yorkshire lad had been engaged by a London grain dealer as assistant in his store. He was liberally counselled by the traveled members of the village fath-

ers to be careful not to show his green-ness when he went to town. On day a customer came in and asked for bird seed. "It's no use, lad, tha kno's," answered the verdant one, knowingly; "tha cannot hev me. Birds groas from eggs, not seed!"

Almost every kind of clover seed can be obtained cheaper now (May 2) than a month ago, with perhaps the exception of red, which maintains the price pretty well. Districts have been tooth-combed by seed merchants without result, and whole countries have been searched with results of the microscopical order. Owing, then, to the scarcity and high value of English red clover, for which holders are asking from 85s to 120s per cwt., attention is being given to Chilian and Russian seed.—London Corn Circular.

The acreage of clover sown in Michigan compared with 1903 is, in the State and southern counties 89, in the central counties 88, and in the northern counties 92. The acreage of clover that will be plowed up because winter killed or otherwise destroyed, is, in the southern counties 29, in the central counties 10, in the northern counties 3, and in the state 23. Clover on old meadows winter-killed as badly as wheat, leaving the fields practically bare. The new seeding of clover promises better, altho warm rains are needed to promote growth.—Fred M. Warner, secy. of State, Lansing, Mich.

Seed receipts at Chicago during the week ending May 21 were 461,080 pounds of timothy seed, 167,295 pounds of clover seed, 380,520 pounds of other grass seed and 69,488 bus. of flaxseed; compared with 291,870 pounds of timothy seed, 31,700 pounds of clover seed, 253,925 pounds of other grass seed and 19,614 bus. of flaxseed during the corresponding week of 1903. Shipments for the week ending May 21 were 403,010 pounds of timothy seed, 113,550 pounds of clover seed, 864,580 pounds of other grass seed and 29,100 bus. of flaxseed; compared with 190,983 pounds of timothy seed, 4,360 pounds of clover seed, 308,202 pounds of other grass seed and 5,610 bus. of flaxseed during the corresponding week of last year.

To my mind the chief reason for shelling out the tips and butts is that more uniform kernels may be had for planting with the horse planter. I think it is true that the larger the kernel the more the young plant may profit from the supply of food stored up in the seed. On the other hand it is equally true, as shown by experiments conducted by our students, that the nearer the kernel lies to the tip of the ear the more quickly it germinates and the more energetic the early growth, and I am inclined to believe that this energy in early growth compensates fully for the lack of food which it obtains from the seed. We found the butt kernels to give the slowest germination. From the standpoint of yield we should not hesitate to plant either butt or tip kernels, and it seems to us that there may be a natural law demanding that kernels from all parts of the ear should be planted.—J. A. Jeffery, Michigan Agricultural College.

Possibly it will be difficult to bring about a material advance in wheat until the outside trade comes into the market, but the crop outlook is such that any day there could start an advance that may easily add 10c or more to the price of Sept. wheat. At 85c or over there will probably be plenty willing to buy it.—Edward G. Heeman.

Death of Luther Warren.

Cut off in the prime of an active life, Luther Warren, of Des Moines, Ia., well known to the grain dealers of Iowa and Illinois, passed away Apr. 22.

Mr. Warren, 10 years ago, when only 24 years of age, entered the grain trade by taking charge of the elevators in Iowa operated by the Warren Grain Co., of Peoria, Ill. The management of the company's business has been conducted by him as secretary and treasurer up to the time of his death.



Luther Warren, Deceased.

Luther Warren was born at La Harpe, Ill., in March, 1870, and was married in 1896 to Florence Wingate, who, with a daughter aged 6 and a son of 3 years, survives him.

He was a popular member of the Cereal Club of Des Moines. The Club adopted resolutions extending sympathy to the bereaved family, and attended the funeral services.

Mr. Warren gave close attention to his business and was fast reaping the rewards of the earnest worker. His business associates esteemed him highly for his integrity. In private life he was generous and kind-hearted, a kind father and husband and a dutiful son.

A severe cold which he caught last November, and which was not considered serious at the time, developed into a form of grippe. Relying on his physical strength Mr. Warren did not consent to the care of a physician until too late. A portrait of Mr. Warren is reproduced in the engraving herewith. The remains were interred at La Harpe, Ill.

A bull pool is said to be accumulating wheat with a view to putting the July option above 51c.

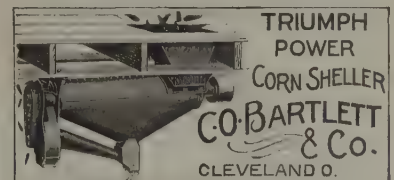
Hay exports for the 9 months prior to Apr. 1 were 48,241 tons; compared with 38,238 tons during the same months of 1902-3, as reported by O. P. Austin, chief of the bureau of statistics.

Exports of flaxseed oil cake and oil-cake meal during the 9 months prior to Apr. 1 were 552,764,574 pounds; compared with 393,953,393 pounds during the same months of the preceding season.

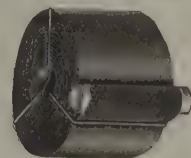


Choice Farming Lands

for sale on easy terms:
Three and three-quarter (3¾) sections of the choicest farming lands in Assiniboia, Canada. The Canadian Pacific Railway is constructing a line from Lauder, Man., west to Regina, Assn. This line will run either thru or along most of our land. Address, W. R. MUMFORD CO., Room 430 Rialto Bldg., Chicago, Ill.



The Whitman & Barnes Mfg. Co.



**TRANSMITTING
CONVEYING
ELEVATING**
Chicago
Cincinnati
St. Catharines, Ont.
New York
Kansas City
London, Eng.

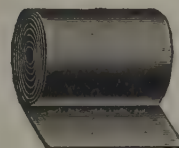


**Belting
Pulleys
Packing
Hose**
**ANYTHING - EVERYTHING
ELEVATOR SUPPLIES**

Tell us what you need and we will quote you prices that are right

Ft. Dearborn Belting & Supply Co.
161 E. Lake St., CHICAGO, ILL.

**BELTING
FOR
CONVEYORS
AND
ELEVATORS
ALSO
Fire Hose,
Packing, etc.**



We furnished the belting for the Pioneer Steel Elevator. Let us figure with you.
GUTTA PERCHA & RUBBER MFG. CO.,
96-98 LAKE ST., CHICAGO.
BROWN & MILLER, Managers.

Supreme Court Decisions

A landlord waives a lien on crops or animals raised on the demised premises, a proportion of the proceeds of which he is to receive as rent, by consenting to their sale. *Randall v. Ditch*. Supreme Court of Iowa. 99 N. W. 190.

Where a tenant sells crops on which the landlord has a lien, the landlord's receipt of a part of the proceeds with knowledge of the facts tends to show a ratification.—*Planters Compress Co. v. Howard*. Court of Civil Appeals of Texas. 80 S. W. 119.

Where it is a general and uniform custom at a place to which freight is consigned not to give notice of arrival or make delivery on the 4th of July, negligence cannot be predicated on the failure of a carrier to give notice or make delivery on that day. *Pennsylvania R. Co. v. Naive*. Supreme Court of Tennessee. 79 S. W. 124.

A contract for the sale of corn "on Kansas City weights and grades" is ambiguous, and may be explained by parol to mean that the purchaser was to bear the loss resulting from waste or shrinkage in shipment, but not a loss resulting from fraud or gross mistake in weighing the corn at Kansas City.—*Fort Grain Co. v. Hubby & Gorman*. Court of Civil Appeals of Texas. 79 S. W. 363.

Where one shipped goods over a railway, subject to the shipper's orders, the company is not liable for delivery of the goods by a forwarding carrier without the order of the shipper, though it may be liable for its failure to notify the forwarding carrier that the shipment was subject to the shipper's orders.—*St. Louis & S. F. R. Co. v. Miller*. Court of Civil Appeals of Texas. 79 S. W. 43.

One who buys a tenant's crop knowing it to have been grown on demised premises, and thereby incurs a liability to the landlord under Rev. St. 1899, § 4123, is not, however, guilty of conversion, so as to raise an implied assumpsit in the landlord's favor, unless he bought the crops with knowledge of the landlord's ownership of or lien on the crops.—*Crane v. Murray*. Kansas City Court of Appeals, Missouri. 80 S. W. 280.

Where a mortgage of crops gave the mortgagee power to take possession and store the crops, his act in so doing, where he did not claim to hold otherwise than as mortgagee, did not amount to a conversion under Civ. Code, § 2910, providing that a lien is extinguished by the wrongful conversion of the property by the lienor.—*Summerville v. Stockton Milling Co.* Supreme Court of California. 76 Pac. 243.

Crops which are mature and have been severed from the soil are personal property for all purposes.—Where a person rents an Indian allotment through the proper authorities, and is by these authorities placed in possession of the same, and, while so in possession, by his annual labor and cultivation plants, cares for, harvests, and severs from the soil a crop, he is the owner of said crop, as against another claiming the same by virtue of what he maintains to be a prior valid lease to the

same land for the same period, issued to him by the same authorities.—*Wakefield v. Dyer*. Supreme Court of Oklahoma. 76 Pac. 151.

Complainant entered into a gambling contract with defendant, a bucket-shop dealer, on the rise and fall of stocks; putting up margins with defendant, who agreed to keep enough money in the bank to liquidate claims. Held, that equity would not lend its aid to compel performance of the agreement by enjoining defendant's withdrawal of money from the bank, though he intends to remove it from the state and cheat complainant.—*Baxter v. Deneen*. Court of Appeals of Maryland. 57 Atl. 601.

In an action against a broker for non-performance of a contract for the sale of goods, the contract having been made by telegram, and defendant having pleaded that plaintiffs knew the contract tendered was not absolute, but subject to confirmation, it was competent for plaintiffs to show a custom among brokers to use a different form of words when contracting in their own name and when contracting subject to confirmation.—*McKown v. Gettys & Gilbert*. Court of Appeals of Kentucky. 80 S. W. 169.

In an action for the recovery of a certificate representing a seat in the New York Produce Exchange defendant answered, claiming title under a written agreement with plaintiff, and also asserting title generally by virtue of plaintiff's transfer and delivery to him of the certificate with a blank assignment indorsed thereon. Held, that the answer was sufficient to admit testimony that the transfer was made under a contemporaneous oral agreement therefor.—*Hamblen v. German*. Supreme Court of New York, Appellate Division. 87 N. Y. Supp. 642.

The fact that an administrator, in carrying a speculative account belonging to his intestate, instead of settling the same, acted in good faith and with ordinary prudence, is no defense for a violation of his duty to settle the accounts in a reasonable time. An administrator acting in good faith for the benefit of the estate, who, with the approval of the beneficiaries, deviates from the line of his duty, is not liable for the loss to the estate resulting therefrom.—*Appeal of Matthews*. Supreme Court of Errors of Connecticut, 57 Atl. 694.

Where a bill of lading stated that the initial carrier had received the goods to be transported and delivered to the succeeding carrier, to be forwarded to destination, it being expressly agreed that the initial carrier's responsibility ceased on the arrival of the goods at its terminal depot, where they were to be delivered to the connecting carrier, such contract, in the absence of statute, limited the initial carrier's liability to loss accruing on its own line, though the blank in the bill for the insertion of the connecting point was not properly filled.—*Nenno v. St. L. & S. F. R. Co.* St. Louis Court of Appeals, Missouri. 80 S. W. 24.

The judgment obtained by Chas. Maschmeier, a farmer, against the Local Grain Co., of Beatrice, Neb., for \$54, the value of 102 bus. of corn, has been affirmed by the Supreme Court of Nebraska. On a contract for 1,000 bus. at 54 cents, Maschmeier tendered 4 loads, 2 of which were accepted at a discount of 2 cents on account of being of inferior grade. It is alleged the company would not take the other 2 loads at any price and the farmer

hauled them away. On account of its apparent refusal to carry out the contract by accepting the corn the court decided against the grain company.—98 N. W. 1038.

Under Code Civ. Proc. § 731, providing that persons furnishing grain to be sown or planted upon land shall have a lien on the crops produced from the seed furnished by them, and section 733, requiring such persons to file in the office of the register of deeds a written account stating the quantity of seed furnished and a description of the land upon which the same is to be sown, the description filed may include one or more tracts of land within the same county, and the account need not specify the number of bushels to be sown on each tract.—*Schouweiler Bros. v. McCaull, Webster & Co.* Supreme Court of South Dakota. 99 N. W. 95.

Agents, commission merchants, or others having the custody of, and being responsible for, property, may insure in their own names; and they may, in their own names, recover of the insurer not only a sum equal to their own interest in the property by reason of any lien for advances or charges, but the full amount named in the policy up to the value of the property. * * * The right is put upon the fact that, having the possession of the property exclusive as to all but the owner, to whom they are responsible, they have the right to protect it from loss, so that it or its value may be rendered to the owner when he calls for his own.—*Waring v. The Indemnity Fire Ins. Co.*, 45 N. Y. 606, 611, 6 Am. Rep. 146.

Where stockbrokers pledge as collateral stock held for clients on margins, and which they have, therefore, the right to hypothecate, and also pledge stock indorsed in blank, and intrusted to them for safe-keeping, merely, and the pledgee, on receiving notice from the owners of this deposited stock, sells the margined stock, thereby realizing enough to satisfy his claim, the owners thereof, on the stockbrokers' insolvency, have no claim for contribution against the owner of the deposited stock, who may recover its full value from the pledgee. The fact that the stockbrokers borrowed more on the margined stock than its owners owed them to redeem it would not affect the case.—*Tompkins v. Morton Trust Co.* Supreme Court of New York. 86 N. Y. Supp. 520.

The decision of the appellate court affirming a verdict for \$7,500 against the Chicago & Alton Ry. for injuries sustained by Jacob A. Pettit, manager of Claggett Bros' elevator at Lexington, Ill., has been reversed by the Illinois Supreme Court. Pettit noticed that a car loaded with corn was leaking; and he told the conductor not to move the car any further than he had to, as he wanted to fix it, and he asked the conductor if he was through switching, to which the conductor replied in the affirmative. About half an hour later, plaintiff crawled in on the top of the south truck of the car, and, while lying on his back, mending the car, the locomotive threw a number of other cars against that one, whereby plaintiff was injured. Plaintiff was familiar with the method of switching at that point, and knew that the conductor might receive orders to do additional switching. Held, that plaintiff was guilty of contributory negligence, precluding recovery.—70 N. E. 591.

Supply Trade

The thieves who stole a valise, containing \$1,200, from the Milwaukee Bag Co., of Milwaukee, Wis., have been captured.

Edwin Reynolds, consulting engineer of the Allis-Chalmers Co., will be married to Miss Nellie Nettleton, of Milwaukee, Wis.

When you feel all run down, you take a tonic; when your business gets run down, give it a good dose of advertising and hustle.—Printers Ink.

The N. P. Bowsher Co., South Bend, Ind., has a fine display of its full line of feed grinding mills at the World's Fair on Block 10, Aisle G & I, of the Agricultural Building. One mill on exhibition is particularly unique, a large part of its outer casing being made of glass so that the interior action can be plainly seen.

The Otto Gas Engine Works will be removed from Philadelphia, Pa., to Wilmington, Del., where a larger area is available for the contemplated enlargement of the shops. The works will turn out engines of very large size. After the removal the force of men employed will be increased from 350, as at present, to more than 2,000.

The Standard Scale & Supply Co., which until six weeks ago had an office in the Monadnock Building, Chicago, has opened a salesroom and warehouse at 127-9 Market street. Edw. Reiter, formerly manager for Fairbanks, Morse & Co., at Omaha, and afterwards at St. Louis, will be manager for this Chicago branch of the Standard Scale & Supply Co.

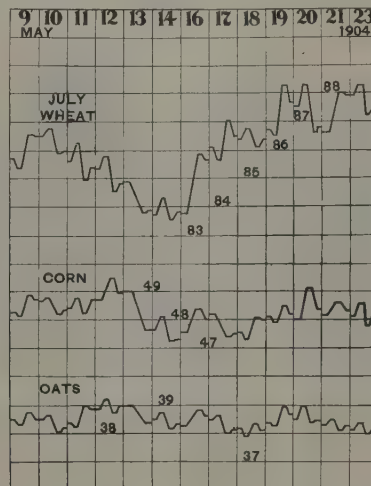
Your salesmen would get a better reception and clinch a larger percentage of

sales if the educative work were done before they appeared on the scene. Ask any traveling man what is the most difficult part of salesmanship, and he will tell you: "Getting a man interested—arousing interest is nine-tenths of the battle." If you depend upon your salesmen to arouse this interest in addition to clinching the order, they are having a mighty hard job of it. A better plan would be to arouse this interest yourself, so that the salesmen can put all their time and effort on actually getting the order.

A good example of the good work that is done by the improved gasoline engines is furnished by an installation at Battle Creek, Mich. Here a 35-h.p. Columbus Gasoline Engine built by the Columbus Machine Co., of Columbus, O., operates a 20-in. Monarch Attrition Feed Mill; one No. 8 Bowsher Feed Mill used as a cob crusher; one Sprout-Waldron Corn Sheller, 2 sets of elevators with 6 x 10 buckets, 28 ft. high, and one conveyor 30 ft. long. In a single month 233 tons of cobs, corn and oats were ground, and several cars of grain were elevated, all at an expense of \$42. On a test run, 2,000 pounds of corn and oats were ground fine at a cost of 9 pints of gasoline. No money has been spent for repairs during the 17 months that the engine has been in operation.

Chicago Prices

The opening, high, low and closing quotations on July wheat for the new contract delivery, and on July corn and oats, at Chicago, for two weeks prior to May 24, are given on the chart herewith.



FIRE INSURANCE

MILL OWNERS MUTUAL FIRE INSURANCE CO.

Des Moines, Iowa.
Insures Mills, Elevators, Warehouses and Contents. Oldest Flour Mill Mutual in America. Saved to Members nearly \$1,000,000.

J. C. SHARP, Secretary, Des Moines, Iowa.

MICHIGAN MILLERS

MUTUAL FIRE INSURANCE CO., LANSING, MICH.

23 Years
Successful Business

50% DIVIDENDS

Assets	\$1,500,000.00
Losses Paid	1,000,000.00
Net Cash Assets	260,000.00

INSURES FLOUR MILLS, GRAIN AND ELEVATORS.

Reliable Insurance . . .

On Modern elevators and Contents can be secured at about one-half the rates charged by stock companies by addressing

MILLERS NATIONAL INS. CO.

205 La Salle Street, CHICAGO, ILL.

Chartered 1865 Assets, \$3,380,676.56
Net Cash Surplus, \$460,594.95
W. L. Barnum, Sec'y.

INSURANCE WITHOUT THE MIDDLEMAN

It is better to buy your insurance direct from the Home Office of the Company. The local agent, state agent, rate maker and insurance, men's combinations dictate your insurance, and your wishes are never heard at the Home Office. All of these middlemen are an expense for which you must pay. The

GRAIN DEALERS NATIONAL MUTUAL FIRE INSURANCE COMPANY Indianapolis, Ind.

deals direct, and the cost to you is only for inspections, Home Office management and elevator losses, saving all of the middleman's expense for its policy-holders. Deal direct with headquarters. You want the most satisfactory, best written policy you can get. Do not delay but write at once to

C. A. McCOTTER, Secretary.

ELEVATOR UNDERWRITERS AT GRAIN DEALERS EXCHANGE

are Elevator Owners
who furnish each other

INSURANCE AT ACTUAL COST

This enterprise will be
PRE-EMINENT in the
field of elevator and grain
insurance.

For particulars address

U. S. EPPERSON

Attorney and Manager

407-408-409 Kemper Building

Kansas City, Mo.

Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

MILLS AND ELEVATORS ONLY

Purely Mutual.

E. E. PERRY, Secretary.

Plan of Large Country and Transfer Elevator.

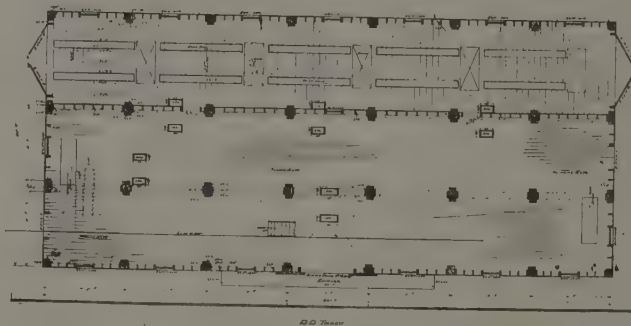
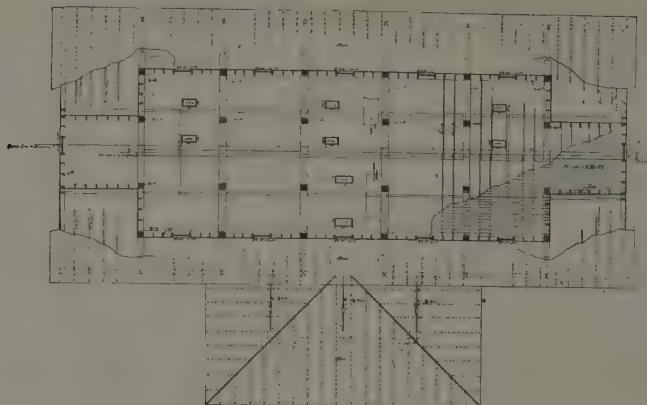
The plans given in the engraving herewith represent the 100,000-bu. transfer and country elevator, designed and erected for the Hartley Grain Co., at Goodland, Ind., by Henderson & Friedline. The building is 36x80 ft. and 106 ft. high. The 24 bins are 40 ft. deep and have hoppers bottoms. The cellar walls are of stone, the bin walls cribbed, and the posts rest on stone piers laid in concrete.

The power plant is in a brick building 20 ft. from the elevator.

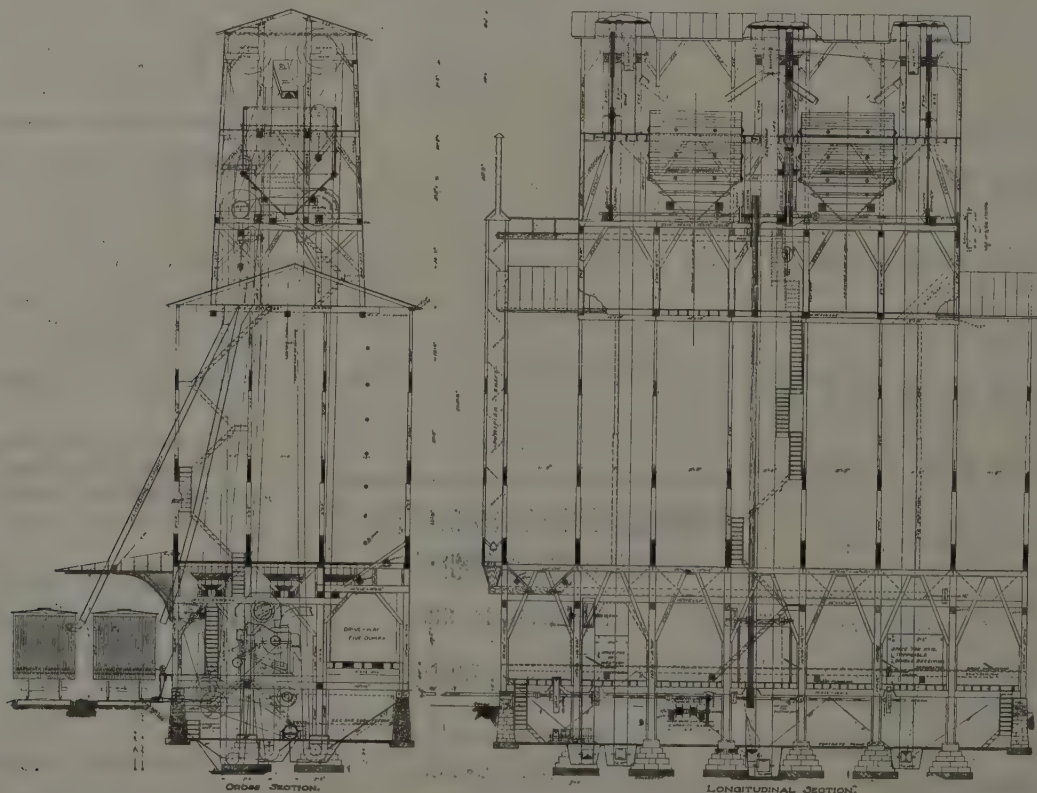
The house is equipped with 5 stands of elevators, one is a short leg from No. 1 Western Sheller in basement to No. 1 Western Shaker Cleaner on work floor, which also contains a No. 10 Invincible Double Receiving Separator. Three of the legs take grain from the 5 wagon dumps, and two of these extend to top of cupola, while the middle leg reaches only to distributing floor and discharges into bins or into a spiral conveyor feeding the purifier at the top of the shaft, extending up the side of the building. Four of the elevators have cups 16x7, while the fifth leg has 20x7 cups and discharges into either of the two 96,000-pound hopper scales in the cupola. By working the scales alternately grain can be received and loaded at the same time.

Cars are loaded on two tracks, and the wire rope car puller has a capacity of 12 cars. Under the dump is a B. S. Constant Ear Corn Feeder, for the sheller.

All drives are rope transmission and all are provided with friction clutches, each elevator head being driven direct from line shaft in cupola.



Floor Plans of 100,000-bushel Elevator.



Plans of 100,000-bushel Transfer Elevator at Goodland, Ind.

Taxation of Railroad Elevators in Nebraska.

The decision of the Supreme Court of Nebraska in the case of Adams County versus the Kansas City & Omaha Railway Co., with regard to the taxation of elevators on the railroad right of way, appears to be bad law, and in view of other faulty decisions by the same court, which have been reported in these columns, is not entitled to the fullest respect. It is significant that Judge Barnes dissented from his two colleagues.

The two elevators at Le Roy and Pauline, Neb., were listed by the railroad company with the auditor of public accounts; and taxes assessed against the elevators, by the state board of equalization, were paid by the railroad company. A second assessment of the elevators was made by Adams County. The railroad objected to this double taxation, and brought suit, and its objection was sustained by the district court, which has been reversed by the supreme court of the state.

The elevators were leased to and operated by grain dealers, who, of course, will have to pay the local taxes in increased rental. The syllabus by the Supreme Court follows:

1. An elevator is a storehouse, within the meaning of section 39, art. 1, c. 77, Comp. St. 1899.

2. The phrase "outside of said right of way," etc., in the proviso to said section, qualifies only the word "property" immediately preceding it, and not the specific terms used in the enumeration of other classes of property therein.

3. By virtue of such proviso, elevators, situate on the right of way of a railroad, are subject to assessment by the local authorities, and not by the State Board, and that they may be necessary for the

successful operation of the road is immaterial.

4. The owner of such elevators cannot escape local assessment thereon, and taxes levied in pursuance thereof, by voluntarily listing and returning them for taxation to the Auditor of Public Accounts and the payment of the taxes levied by the State Board.

Judge Barnes, who dissented, said: I am unable to concur in the majority opinion, for the following reasons: It was conceded on the trial that the elevators in question are situated upon the depot grounds and right of way proper of the railroad company; that the structures were built by the company for the accommodation of the public, and were leased to local grain dealers, who purchased and stored grain therein to be transported to market by the railroad company as a common carrier; that it received for the use of the elevators the nominal sum of 50 cents per month; that it had properly returned them, along with its other taxable property, to the Auditor of Public Accounts for valuation and assessment by the State Board of Equalization; that they had been so assessed, and that the company had paid its taxes thereon for the year in question; that, notwithstanding this fact, the local authorities had again taxed the property, and the company had paid the taxes, amounting to about \$20, under protest.

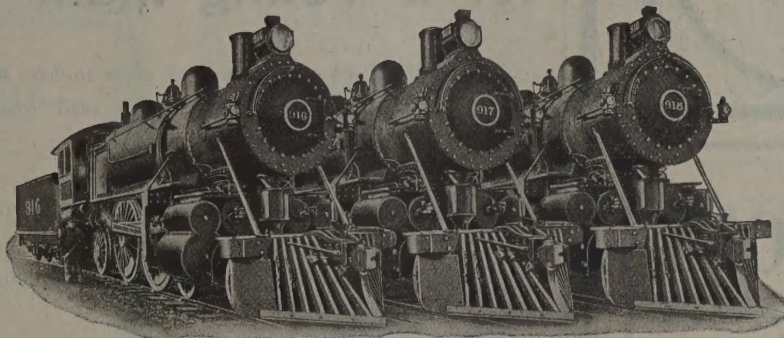
Construing this law in the case of the Chicago, B. & Q. R. Co. v. Hitchcock County, 40 Neb. 781, 59 N. W. 358, we used the following language: "It is contended by the plaintiff that the character of the property, and use for which it is designated, and not its precise location, is the test which should be applied in determining whether it is taxable by the

State Board or the local authorities, but we cannot so construe the section mentioned without ignoring the plain language of the proviso. It would seem that the intention of the Legislature was rather to provide and fix an arbitrary rule for the taxation, by the State Board, of property of railroad and telegraph companies within their right of way, and depot grounds, and all other property, by the local authorities." We should not overrule these decisions and at this time adopt a new construction of the statutes.

Again, it clearly appears from the record that these elevators were built by the railroad company, and leased, for merely a nominal sum, for the purpose of enabling the lessees to collect and store grain therein to be shipped over its lines for gain or hire, and they may be fairly said to be structures proper and necessary for the successful operation of the road; and especially is this true where, as in this case, there are no grain elevators at the stations in question, owned by private persons or individuals, which can be used for that purpose. They are for that reason exempt, under the statute quoted, from taxation by the local authorities.

The majority opinion herein results in subjecting the railroad company to double taxation—a thing which we should not sanction.

Frauds in hay imports along the Canadian border have been unearthed by the treasury agents, who found 2,000 cars of hay short of duty amounting to \$8,000. The fraud was perpetrated by entering the hay at less than its actual weight or by entering hay as straw, hay being dutiable at \$4 and straw at \$1.50 per ton.



Three of a Kind

beats many other combinations, and the three famous trains of the Chicago, Milwaukee & St. Paul Railway offer an excellence of service and equipment not obtainable elsewhere. There are many reasons for this, one of which is the fact that this railway operates its own sleeping, dining, library and other cars.

The PIONEER LIMITED, between Chicago, St. Paul and Minneapolis; The OVERLAND LIMITED, Chicago, Omaha and San Francisco; The SOUTHWEST LIMITED, Chicago and Kansas City, offer a variety of routes notable in attractive features. In planning your next trip through the West, why not arrange to go one way and return another?

The representatives at any of the offices of the Chicago, Milwaukee & St. Paul Railway will gladly help you form your itinerary, reserve your berth, check your baggage, and assist you in a hundred other ways. Booklets sent free.

If you contemplate attending the grain dealers convention at Milwaukee in June, make it a point to use one of these three famous trains.

F. A. MILLER
General Passenger Agent
CHICAGO

Cobs

It is a great thing to be a self-made man—if you grade well in the manhood ranks.

Senator Bard of California has offered a bill to give a prize of \$100,000 to the man who can devise a system of long range temperature forecasting.

John O. Foering, Pres. of the Chief Grain Inspectors National Assn., in his call for the coming meeting at Milwaukee, Wis., will let members use their own judgment whether to bring samples.

Representative Beale of Texas has introduced a bill declaring options in farm products restraints upon commerce and illegal. Conviction will be followed by not less than one year's imprisonment.

The annual report of the Corn Products Co. for the fiscal year ended Feb. 29 shows a deficit of \$2,234,724 after payment of the dividends, which was met out of the surplus from the preceding year.

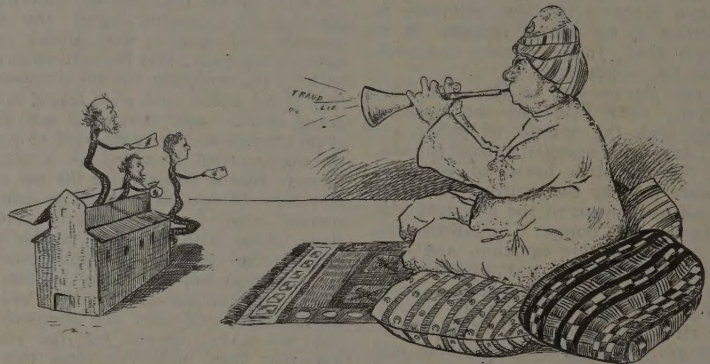
The Grain Gazette is a monthly booklet, the first number of which has just been issued by Edward G. Heeman, Chicago. A condensed summary of the speculative market is presented by means of

charts and tabulated statistics. Copies will be sent free to readers of the Grain Dealers Journal.

Bad roads are not surprising when it is considered that their location has been without reference to the topography. A

section line is not invariably the best location for a road. Yet we see everywhere in the west wagon roads laid out in checkerboard fashion without regard to the swamps and hills that must necessarily be cut thru.

An Indian Fakir?



Agitators who are inducing farmers to subscribe for stock in co-operative concerns by falsely charging independent elevator men with robbing grain growers will soon be denounced for lying and stealing,

as is now being done by many farmers who have lost heavily in Kansas and Minnesota elevator schemes.—From Grain Dealers Journal, May 10.



Big Four
Route
TO
St. Louis
"The Way of the World"

to the

World's Fair

For information as to rates, hotels and boarding houses, address nearest Big Four Agent, or

WARREN J. LYNCH,

G. P. and T. Agent, Cincinnati, O.

A Good Country for a Young Man.

If Horace Greeley were alive to-day, he would amend that oft-quoted advice of his to read: Go SOUTHWEST, young man, go SOUTHWEST.

The Southwest is the young man's country. It is growing faster and building on a firmer foundation than any other portion of the United States. Take Oklahoma, for example: Population in 1890, 385,000; to-day, nearly 700,000.

The reason? Good soil, good climate, good citizens—a trinity that makes a "good country."

Arkansas, Indian Territory and Texas will duplicate Oklahoma's record, and the young man who is looking for an opening—professional, agricultural or business—will do well to consider them carefully.

Descriptive literature—the kind you can depend upon—mailed on request.



JOHN SEBASTIAN,

Passenger Traffic Manager,

CHICAGO, ILL.

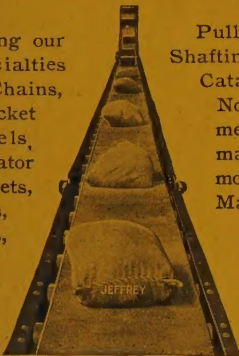
The GRAIN DEALERS JOURNAL.

A TRIAL OF JEFFREY ELEVATORS : CONVEYORS

Justifies all we Claim for Them.

Among our
Specialties
are Chains,
Sprocket
Wheels,
Elevator
Buckets,
Boots,
Bolts,

Pulleys,
Shafting, etc.
Catalogue
No. 72
mentions
many
more.
Mailed
Free
on re-
quest.



THE
JEFFREY MFG. Co.
Columbus, Ohio, U. S. A.

NEW YORK CHICAGO PITTSBURG
DENVER CHARLESTON, W. VA.

Do You Want

The grain trade news? Then subscribe for the GRAIN DEALERS JOURNAL. Twice each month for \$1.00 per year.

Colorado—

That's the title of a handsome new book of seventy-two pages, beautifully printed, bound and illustrated; fifty-six pictures of Colorado's matchless mountains, canons, streams, lakes and forests.

The book is written in a most delightful vein, and gives pleasing glimpses of a mountain world whose colossal beauty never wearies or changes or grows old. A splendid map of Colorado is appended.

It is not a guide book, but contains a few paragraphs about the best way to reach Colorado from everywhere east and southeast via Chicago or St. Louis (Louisiana Purchase Exposition) and the Burlington Route, with its splendidly equipped one-night-on-the-road fast express trains.

Mailed anywhere upon receipt of ten cents in stamps or coin.



P. S. EUSTIS,
Passenger Traffic Manager
P4 CHICAGO.



is the consequence of honest methods and best goods. Our Seamless Cotton Grain Bags help wonderfully. Write for prices.

MILWAUKEE BAG CO.,
MILWAUKEE, WIS.

The Gas and Gasoline Engine and Its Age

Is a practical hand book of questions and answers on difficult problems, which may arise in the care and operation of a Gas or Gasoline Engine. It is a reference book for users and those contemplating the purchase of a gas or gasoline engine.

It is well bound in cloth covers, printed on book paper and of convenient size. Profusely illustrated. Price, \$1.00.

GRAIN DEALERS JOURNAL,

255 La Salle St., Chicago, Ill.



Steel Roofing, Siding and Ceiling

Complete with nails and painted both sides

\$1.90 per 100 Square Feet

At this price we will furnish you corrugated or flat sheets, 28 gauge. Or if you want heavier material, will furnish 26 gauge at \$2.20, 24 at \$2.35, 22 at \$2.50, 20 at \$2.60 per square. This material we are offering you is in perfect condition; is painted two sides, and our proposition includes nails sufficient to lay.

We Pay the Freight

to all points within a radius of 500 miles of Chicago. Prices to other points on application. We can furnish imitation Brick Siding, Beaded Ceiling and Siding, V Crimped, Pressed Standing Seam, or any style covering desired. We also carry in stock a full line of Felt Coverings and Building Papers. Our Catalogue quotes exceedingly low prices on Boilers, Engines, Pumps and Machinery in general; Belting, Shafting, Hangers, Pulleys and Mill Supplies of all kinds; Plumbing Material for Factories and Residences; Heating Propositions, Hardware, Wire, Nails, etc.; Pipe, Valves and Fittings, and a thousand different things that you are constantly purchasing. We can save you money on your purchases. Write us today.

Chicago House Wrecking Co., Chicago

MANUFACTURERS

Contemplating establishing plants in the West, should take advantage of a location on



THE PIONEER LINE
WEST AND NORTHWEST OF CHICAGO

which reaches the famous

**WATER POWERS,
COAL FIELDS,
IRON ORE RANGES,
HARD AND SOFT LUMBER
DISTRICTS**

of the West and Northwest, and affords the best means of transportation to the markets of the world.

For further particulars apply to

MARVIN HUGHITT, Jr., E. D. BRIGHAM,
Freight Traffic Mgr. Gen. Freight Agt.
CHICAGO

LOCATIONS FOR ELEVATORS

In Illinois, Iowa and
Minnesota on the line of the

**Chicago
Great
Western Ry.**

Opportunities for men with capital to invest in paying modern elevators. No section of the country is so free from crop failures. Write for maps and full information.

W. J. REED,

Industrial Agt., C. G. W. Ry.
604 Endicott Bldg.
St. Paul Minn.

Corn and Feed Mills



4 Roll and 6 Roll
Gear or Belt Drive
for Slow Roll.

It... Pays to have one in connection
with an elevator, and to
have the **BEST** one.

Ours has no equal in **STRENGTH,**
DURABILITY, EFFICIENCY,
CONVENIENCE, CAPACITY, and
QUALITY OF WORK.

Several Sizes. Prices Very Reasonable.

Allis-Chalmers Company

GENERAL OFFICES:

New York Life Bldg., CHICAGO, ILL.

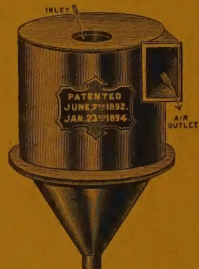
Day's Dust Collector

Made in More Than
Twenty Sizes

POSTAL FOR BOOKLET

H. L. DAY,

1122-26 Yale Place, - MINNEAPOLIS, MINN.



Webster M'f'g Co.



MAKERS OF THE LATEST

**Grain Elevator and
Power Transmitting
Machinery.**

Send for our handsome new Catalog
No. 21 of Belt Conveying Appliances.

Office and Works:

1075-1097 West 15th St., CHICAGO.

Eastern Branch, 38 Dey St., New York.

**Are You
GOING TO BUILD A
GRAIN ELEVATOR**

THIS SEASON?

OR OVERHAUL YOUR PRESENT ONE?

If so send us your specifications, whether great
or small, and watch results. We will immediately
forward you a net proposition that will justify you
in placing your order for the entire outfit with us.

We Can Save You Money

by furnishing first-class machinery at close prices

We Are Specialists in Elevator Machinery

WELLER MFG. CO.

118-126 North Avenue

Chicago, Ill.

KILN-DRIED CORN

HESS SYSTEM

ALWAYS COOL AND SWEET.

Made by

Armour Grain Co.
Bartlett, Frazier, Carrington & Co.
The Richardson Co.
Frank Marshall
Edward R. Bacon
J. J. Bryant Company

Chicago.

Northern Grain Company, Manitowoc, Wis.
Nobbe Bros., Farmersville, Ill.
Lewis I. Taylor & Sons, Earlville, Ill.
Whipple & Barr, Plainfield, Ill.
Bartlett, Kuhn & Co., Terre Haute, Ind.
Bartlett, Kuhn & Co., Evansville, Ill.
A. M. Ludeman, Wolcott, Ind.
Kansas Grain Co., Hutchinson, Kans.
Westwego Elevator, New Orleans, La.
Peavey & Co. (Midland Elevator Co.), Kansas City, Mo.
John I. Glover, Kansas City, Mo.
Brodnax & McLinney, Kansas City, Mo.
Updike Grain Co., Omaha, Nebr.
Peavey & Co. (Omaha Elevator Co.), Omaha, Nebr.
Duff Grain Co., Nebraska City, Nebr.
Cleveland Grain Co., Cleveland, O.
Union Elevator Co., Cleveland, O.

Your name on a card will bring my free booklet
describing it.

GEO. H. HESS, JR.

707 TACOMA BLDG.

CHICAGO.